

80622

ORIGINAL

BEFORE THE  
DEPARTMENT OF TRANSPORTATION  
WASHINGTON, D. C.

NOTATION

JUL 11 1999

-----  
In the matter of

THE WENDELL H. FORD AVIATION  
INVESTMENT AND REFORM ACT FOR  
THE 21st CENTURY

OST-00-7181-35

for exemptions from 14 CFR Part 93, under  
49 USC 41718(a) (beyond-perimeter slot  
exemptions for Ronald Reagan Washington  
National Airport)  
-----

ANSWER OF AMERICAN AIRLINES, INC.

Communications with respect to this document should be sent to:

HENRY C. JOYNER  
Senior Vice President -  
Planning  
American Airlines, Inc.  
P.O. Box 619616, MD 5628  
DFW Airport, Texas 75261

WALTER J. AUE  
Vice President - Capacity  
Planning  
American Airlines, Inc.  
P.O. Box 619616, MD 5535  
DFW Airport, Texas 75261

J. OTTO GRUNOW  
Managing Director -  
International Affairs  
American Airlines, Inc.  
P.O. Box 619616, MD 5639  
DFW Airport, Texas 75261

WILLIAM K. RIS, JR.  
Senior Vice President -  
Government Affairs  
American Airlines, Inc.  
1101 17th Street, N.W.  
Suite 600  
Washington, D.C. 20036

GARY R. DOERNHOEFER  
Senior Counsel - Govern-  
ment Affairs  
American Airlines, Inc.  
1101 17th Street, N.W.  
Suite 600  
Washington, D.C. 20036

CARL B. NELSON, JR.  
Associate General Counsel  
American Airlines, Inc.  
1101 17th Street, N.W.  
Suite 600  
Washington, D.C. 20036  
(202) 496-5647  
(202) 857-4246 (fax)  
carl\_nelson@amrcorp.com  
(email)

May 22, 2000

BEFORE THE  
DEPARTMENT OF TRANSPORTATION  
WASHINGTON, D. C.

-----  
In the matter of

THE WENDELL H. FORD AVIATION  
INVESTMENT AND REFORM ACT FOR  
THE 21st CENTURY

OST-00-7181

for exemptions from 14 CFR Part 93, under  
49 USC 41718(a) (beyond-perimeter slot  
exemptions for Ronald Reagan Washington  
National Airport)  
-----

ANSWER OF AMERICAN AIRLINES, INC.

American Airlines, Inc. hereby answers the applications under 49 USC 41718(a) for beyond-perimeter slot exemptions at Ronald Reagan Washington National Airport (DCA). Twelve slot exemptions are available, sufficient for six daily roundtrips. By its application of March 30, 2000 (OST-00-7162), American is seeking to operate two daily roundtrips between DCA and Los Angeles, using 176-seat B757 aircraft? American's proposed service will bring substantial competitive benefits to the large Washington-Los Angeles market, and to cities in California, Nevada, and Hawaii that will receive first or competitive one-stop on-line access to DCA.

---

<sup>1</sup>By Notice served April 14, 2000, the Department consolidated American's application into this docket (p. 2).

Three other applicants are seeking slot exemptions for DCA-LAX service: United, two daily roundtrips; American Trans Air (ATA), one; and TWA, three. As we show below, American should be selected to operate nonstop service between DCA and Los Angeles.

Applications to serve other beyond-perimeter cities from DCA have been submitted by America West, three daily roundtrips to Phoenix and two to Las Vegas; ATA, one to San Francisco (in addition to one to Los Angeles); Delta, two to Salt Lake City; Frontier, two to Denver; National, two to Las Vegas; and Northwest, one to Seattle.

Los Angeles is by far the largest city in the United States without nonstop service to DCA, and should be the beneficiary of slot exemptions sufficient for at least two daily roundtrips. Among the four applicants for DCA-LAX slots, American should be ranked first. United is already the dominant carrier in the Washington-Los Angeles market, as well as at both Los Angeles and Washington (IAD and DCA) generally. In the interest of competitive balance, United should not be favored. ATA has proposed only one daily flight with a highly cramped seating configuration, and would not provide any network benefits beyond Los Angeles. TWA is a weak carrier unlikely to prevail against United's dominant position, and its claimed network benefits are entirely speculative.

I. NONSTOP SERVICE FROM DCA TO LOS ANGELES SHOULD BE  
THE DEPARTMENT'S TOP PRIORITY

Los Angeles is the largest city in the United States without nonstop access to DCA. Based on U.S. Census estimates as of December 1999 ([www.census.gov](http://www.census.gov)), Los Angeles is more than three times larger than any other beyond-perimeter city in this proceeding:

	<u>Population</u>
Los Angeles	9,213,533
Seattle-Tacoma	2,989,483
Phoenix-Mesa	2,931,004
Denver	1,938,642
San Francisco	1,683,309
Las Vegas	1,321,546
Salt Lake City	1,267,745

Moreover, the Los Angeles-Washington (DCA and IAD) market, as measured by the O&D Survey (as compiled by Data Base Products) for the year ended September 30, 1999, is far larger than any other beyond-perimeter market at issue:

	<u>Annual Pax</u>	<u>Daily Pax</u>
LAX-WAS	842,550	2,308
SFO-WAS	601,340	1,648
DEN-WAS	527,480	1,446
SEA-WAS	271,670	744
SLC-WAS	192,330	526
PHX-WAS	170,300	466
LAS-WAS	141,680	388

The preeminence of Los Angeles for a beyond-perimeter award is shown by the fact that four of the nine applicants in this proceeding are seeking to operate DCA-LAX nonstop service. By contrast, Las Vegas has two applicants, and Phoenix, Salt Lake City, San Francisco, and Seattle each has one applicant.

The Washington-Los Angeles market is a time-sensitive business market, as evidenced by the bookings data presented in Exhibit AA-1. This shows that, in contrast to passengers in leisure markets such as Los Angeles-Honolulu, passengers in the Washington-Los Angeles market tend to book much closer to their desired departure day. Time-sensitive business travelers seek nonstop service whenever it is available, while leisure travelers, being more price-sensitive, are more tolerant of one-stop routings. Among the cities in issue in this proceeding for beyond-perimeter slots, Los Angeles is one of Washington's top business markets as measured by premium passengers, as shown in Exhibit AA-2. In a situation marked by limited availability of slots, and by the flexibility of leisure passengers to travel on one-stop services, it is important that the Department award slots in this proceeding to carriers proposing to use them in business markets.

In the legislative history of Air 21, Congress clearly contemplated that Los Angeles should be considered for an award of DCA beyond-perimeter slots. During the debate, Senator Feinstein and Senator Boxer of California asked Senator McCain, Chairman of the Committee on Commerce, Science and Transportation, about the DCA beyond-perimeter slot provision. See 145 Cong. Rec. (daily ed.), S10945, September 25, 1998. Senator Boxer said that this is a matter "which affects the

people of our state and many of the other western states," and asked whether carriers would be prevented from competing on routes from DCA to Los Angeles or San Jose or other California airports under the bill. Senator McCain responded that "[a]s long as carriers can demonstrate that their routes provide domestic network benefits and increase competition in multiple markets, they may compete for these nonstop routes, including select routes to California airports" (emphasis added).

American will provide domestic network benefits and increase competition in multiple markets, including the large Los Angeles-Washington market itself, and a number of other markets that will enjoy first or competitive one-stop access via Los Angeles to DCA. American will also challenge United's dominant position in the Washington-Los Angeles market, and at Los Angeles and Washington generally. No other applicant for beyond-perimeter DCA exemption slots would provide greater competitive benefits.

II. AMERICAN SHOULD BE SELECTED FOR DCA-LAX NONSTOP SERVICE

American proposes to operate twice-daily nonstop roundtrip service between Los Angeles and Ronald Reagan Washington National Airport, using B757 Stage 3 aircraft with 176 seats under American's "More Room in Coach" initiative (Exhibit AA-3). The B757 is the largest aircraft authorized at DCA.

At Los Angeles, American and American Eagle provide 169 daily departures, and serve 32 U.S. points and 15 foreign points (including codeshare destinations). See Exhibit AA-4. Four cities in California -- Bakersfield, Monterey, San Luis Obispo, and Santa Barbara -- will receive their first on-line, one-stop access to DCA under American's proposal. These four cities accounted for a total of 47,960 O&D passengers to and from Washington (DCA and IAD) for the year ended September 30, 1999. See Exhibit AA-5.

American and American Eagle will provide competitive one-stop service to DCA via Los Angeles to a number of other cities, including Fresno, San Francisco, San Jose, Palm Springs, San Diego, Reno, Las Vegas, Honolulu, and Kahului. American will also offer new one-stop access between DCA and international cities served by American's codeshare partners at the Los Angeles gateway, including Beijing, Seoul, Nagoya, Taipei, Fiji, Sydney, Melbourne, and Auckland. See Exhibit AA-6.

In addition to the benefits that American will provide in the large local Los Angeles-Washington market and in connecting markets receiving first or competitive one-stop access to DCA, an award of beyond-perimeter DCA exemption slots to American will help redress the competitive imbalance at Los Angeles International Airport and at Washington, D.C. (IAD and

DCA), where United is the largest carrier. This important issue is discussed in detail in Section III, below.

American's DCA-LAX nonstop service will also offer passengers roomier seating in economy class. With American's bold "More Room in Coach" initiative, American has demonstrated industry leadership, willingness to innovate, and dedication to customer service. More room in coach is of particular importance in long-haul markets such as Washington to Los Angeles, and will allow each and every customer to travel in greater comfort. Eliminating seats also frees up additional overhead bin space, which maximizes carry-on baggage and enhances customer convenience. See Exhibit AA-3.

Public supporters of American's proposed service include Senator Boxer; members of the California Congressional delegation; the Los Angeles World Airports; the California Travel and Tourism Commission; and a number of businesses requiring travel between Washington and Los Angeles. See Exhibit AA-17.

o Senator Boxer's letter of March 27, 2000 to Secretary Slater urges the "strongest consideration" of American's proposal. She stated that "the introduction of new nonstop service from National Airport to LAX would clearly increase competition for the most nonstop air travelers possible," and that American's proposal "will not only benefit



consumers and business travelers in the Los Angeles metro area but scores of air travelers on the west coast as well."

- o In their joint letter of April 2, 2000 to Secretary Slater, 16 members of the California Congressional delegation noted that "Los Angeles is currently the largest U.S. city without nonstop service to National Airport," and that "awarding two roundtrips to American Airlines will help strengthen competition along the West Coast as American continues to aggressively expand its coastal network."

- o The March 12, 1999 letter of the Executive Director of Los Angeles World Airports stated that American's entry in the DCA-LAX nonstop market "will help meet the continued passenger demand to the Washington, D.C. area," and that American "qualifies as an airline we would like to help because the addition of these flights to LAX works to keep a healthy balance between the major carriers at LAX."

- o On March 23, 2000, the California Travel and Tourism Commission wrote to Secretary Slater "to express strong support" for American's request, stating that "far more consumers would benefit from a nonstop route between Washington National and Los Angeles than between National and noncoastal cities, such as Phoenix or Salt Lake City."

o A number of businesses that require air service between Washington and Los Angeles have written to the Secretary to express their "strongest possible support for American Airlines' application," stressing that the introduction of American's proposed service "would clearly provide convenient nonstop service to the largest number of air travelers possible, and would stimulate competition between carriers serving the West Coast."

American's proposed service will provide Los Angeles with its first nonstop access to DCA, and will also offer substantial network benefits for cities in California, Nevada, and Hawaii which will receive first or competitive one-stop service to DCA. American will not reduce travel options to any other community, either inside or outside the DCA perimeter. And American will provide competitive balance at both Los Angeles and Washington, challenging the dominant position enjoyed by United at both points.<sup>2</sup>

---

<sup>2</sup>American's proposed DCA-LAX schedules are set forth in its application, pp. 5-6. As is presumably the case with all applicants, American's proposed departure and arrival times at DCA would be subject to adjustment to comply with 49 USC 41718, requiring that no more than two additional beyond-perimeter DCA exemption slots be allocated in any one-hour period.

III. THE DEPARTMENT SHOULD DENY THE DCA-LAX APPLICATIONS  
SUBMITTED BY UNITED, ATA, AND TWA

In the best of worlds, all of the applicants for DCA-LAX beyond-perimeter slots would be able to provide the services they have proposed, and the marketplace would be the judge of their value. Regrettably, however, the Department must choose from among multiple proposals. As further described below, we believe that the United, ATA, and TWA proposals each suffers from significant deficiencies which make selection of American's proposal at Los Angeles all the more compelling.

A. United

United's application for two slot exemptions for DCA-LAX nonstop service should be denied. United is the largest carrier in the Los Angeles-Washington market, and the largest carrier at Los Angeles International Airport and at Washington, D.C. (IAD and DCA). The Department should not grant further authority to United that would only serve to enhance its dominant position, contrary to the public interest in having multiple strong competitors at major airports such as LAX.

United presently operates nine daily roundtrips between Washington (Dulles) and Los Angeles, while American operates four. See OAG, July 2000. United's share of nonstop frequencies and nonstop seats between Washington and Los Angeles has grown steadily, and now stands at almost 70%

(Exhibit AA-7). For the year ended September 30, 1999, United carried 434,040 passengers in the Los Angeles-Washington market (DCA and IAD), a 51.5% share, followed by American with 256,770, a 30.5% share (Exhibit AA-7). If United were to prevail in this proceeding, its daily nonstop flights from Washington to Los Angeles would increase to 11, giving it almost a three-to-one advantage over American, its only nonstop competitor.

United is **also** the dominant carrier at LAX, with a market share of **enplanements** nearly double that of its nearest competitor. For the year ended September 30, 1999, United accounted for 30.6% of all passenger enplanements at LAX, followed by Southwest with 16.9%, and American with 13.9%. ATA's share was 1.6%, and TWA's share was 2.6%. See Exhibit AA-8.

Moreover, United's dominance at LAX has grown steadily over the past 10 years, as shown by Exhibit AA-10. In 1991, United's domestic frequency share at Los Angeles was 19.9%, while American's share was 18.4%, Delta's was 25.3%, and US Airways' was 13.6%. Now, United's share is 42.5%, compared to 19.6% for American, 5.3% for Delta, and 3.7% for US Airways. Both Delta and US Airways, which 10 years ago had large shares of the Los Angeles market, have cut service in the face of strong competitive pressure by United. American is the only

remaining network carrier willing and able to challenge United's dominant position, and provide competitive services from Los Angeles to a broad range of destinations, not just Washington. Indeed, American is continuing to expand its Los Angeles presence, including adding flights to United's own strongholds at Denver and San Francisco. See Exhibit AA-12.

United is also the dominant carrier at Washington (IAD and DCA) . For the year ended September 30, 1999, United accounted for 31.5% of all passengers enplanements at IAD and DCA, followed by US Airways with 24.8%, Delta with 15.4%, and American with 11.0%. See Exhibit AA-9.

Among the applicants for DCA-LAX exemption slots, only American is in a position to mount a significant challenge to United's dominance. American recently announced a series of schedule changes aimed at strengthening its route network on the West Coast. At Los Angeles, American commenced new daily nonstop service to Dallas Love Field on May 1, 2000, and is adding new service to St. Louis and Hartford on June 1, 2000, and to Phoenix, Denver, and Oakland on July 2, 2000. American is also adding flights to and from Boston, Las Vegas, San Francisco, and San Jose. See Exhibit AA-12.

In addition, American has embarked on a \$260 million improvement program at Terminal 4 at Los Angeles, where American is enlarging ticket counter and baggage facilities, expand-

ing the security check-point area, redesigning the departure and arrival concourse, and building a new international arrivals facility. The project is scheduled for completion by August 2001.

ATA averages just 6.5 daily departures at Los Angeles, and TWA averages 11.5. See OAG, July 2000. In order to improve competitive balance at LAX, the Department should select American, the only applicant with enough presence to provide a real measure of regional competition against United's LAX stronghold.

As shown in Exhibit AA-17, a number of parties supporting American's selection have voiced the need for increased competition on the West Coast and at Los Angeles in particular. In their letter of April 6, 2000, 16 members of the California Congressional delegation stated that awarding DCA-LAX exemption slots to American "will help strengthen competition along the West Coast as American continues to aggressively expand its coastal network." In his letter of March 12, 1999, the Executive Director of Los Angeles World Airports said that the addition of American's proposed flights "works to keep a healthy balance between the major carriers at LAX." And the letter of March 23, 2000 from the California

Travel and Tourism Commission also stated that American's flights "will help strengthen competition along the West Coast."

United's claim of network benefits beyond Los Angeles is not a significant basis for its selection. American will offer first one-stop access to DCA via Los Angeles for four cities in California (Bakersfield, Monterey, San Luis Obispo, and Santa Barbara) accounting for 47,960 annual Washington passengers (Exhibit AA-5). While United would offer such access for these four cities plus 12 more in California, Hawaii, Utah, and Arizona, United's additional points in the aggregate account for only 31,030 annual Washington passengers (Exhibit AA-5). Such a small advantage should not outweigh the benefits that the selection of American will bring to balanced competition in the Washington-Los Angeles market, at Los Angeles and Washington generally, and on the West Coast.

Finally, American offers a superior product, with more legroom for all of its coach customers. United, by contrast, would provide more legroom in only a portion of its coach cabin and only for its elite customers, to the detriment of a large number of its regular coach passengers on each flight.

B. ATA

ATA should not be selected for an award of DCA-LAX exemption slots. ATA has proposed to operate only one daily roundtrip, which is clearly insufficient in a predominantly business market such as Washington-Los Angeles, and in light of the fact that Los Angeles is the largest city in the United States without nonstop access to DCA. Los Angeles should without question receive at least two of the six daily roundtrips that are available for beyond-perimeter DCA service.

ATA would provide no network benefits at Los Angeles. While it claims service from Los Angeles to Hawaii, its DCA-LAX and LAX-Hawaii schedules do not provide any same-day connections. See Exhibit AA-13. Accordingly, ATA completely fails to satisfy one of the key statutory tests for an award of beyond-perimeter slot exemptions.

ATA's one-class aircraft configuration, 216 seats on a B757, is hardly a point in its favor, particularly in a business market such as Washington-Los Angeles. Such cramped quarters on a transcontinental flight would ill-serve the public. American, by contrast, will operate B757 aircraft with a total of 176 seats (22 first-class and 154 economy) under its "More Room in Coach" initiative. See Exhibit AA-3.



The issue of economy class legroom is not a trivial matter on flights of this length, approximately 5.5 hours westbound and 5.0 hours eastbound. As shown in Exhibit AA-14, American will offer 34 inches of pitch in coach v. just 29.5 inches on ATA. The industry standard, which would include both United (for its regular coach customers) and TWA, is 32 inches (Exhibit AA-15). The comfort of passengers will be far greater under American's new policy of providing more legroom in coach, and this is another selection factor weighing heavily in American's favor.

A very important measure of a carrier's ability to compete in a city-pair market, and the public demand for the services a carrier provides, is the strength of its frequent flyer program at each point. As shown by Exhibit AA-11, some 49.5% of passengers at Los Angeles, and 47.8% of passengers at Washington, are members of United's Mileage Plus program. American follows closely, with 44.6% of passengers at Los Angeles, and 41.4% of passengers at Washington, who are members of American's AAdvantage program.<sup>3</sup> In contrast, TWA's frequent flyer program has only a 15.1% penetration at Los Angeles and 17.1% at Washington, while ATA does not offer a frequent flyer program at all.

---

<sup>3</sup>Cumulative percentages by city exceed 100%, as respondents are often members in more than one frequent flyer program.

Having little else to say, most of ATA's application is devoted to its self-characterization as a low-fare carrier. American also provides a full range of low fares, subject to standard industry restrictions, as ATA itself demonstrates (p. 13). But the selection decision in this proceeding should not be based on which applicant might offer the lowest one-way walk-up fare, which is the standard that ATA apparently urges (p. 13). The benefits that American will offer -- two daily nonstop roundtrips v. ATA's one; domestic network beyond Los Angeles; more legroom in coach; valuable frequent flyer miles; and balanced competition against United at Los Angeles, on the West Coast, and at Washington -- far outweigh any comparative claims that ATA has made about carrier fare categories.

Finally, ATA's application includes extravagant rhetoric on consumer savings, economic benefits, and other matters which are all predicated on unsubstantiated or irrelevant claims. For example, ATA asserts that its DCA service would result in annual savings of \$34 million to \$64 million for 500,000 to 700,000 passengers (p. 42). But ATA provides no forecast for any of its three proposed DCA routes, nor the fare breakdown of any of its passenger groupings on any of these routes. Even if such figures could be credited, ATA does not break out the portion of the alleged savings that would relate to its Los Angeles service, thereby making unusable any of its

"analysis" in the beyond-perimeter route case as distinct from the within-perimeter route case in which it is also participating.

Similarly, ATA's claim that its DCA proposal would benefit the U.S. economy by adding 150 jobs and \$2 billion in aircraft sales (p. 20) may well be true, but is irrelevant because any winning applicant will similarly need to supplement its staff and fleet in roughly equal measures. The Department should disregard these and other unsubstantiated and irrelevant claims that pepper ATA's application, and focus instead on the well-recognized criteria enumerated by Senator McCain: expansion of network benefits and stimulation of competition. By those measures, American's application clearly ranks far ahead of ATA's.

C. TWA

TWA is not in a strong position to be seeking exemption slots at DCA to compete with United in the Washington-Los Angeles market. TWA is desperately weak financially. See Exhibit AA-16. In the last few years, while every other major U.S. carrier has posted record financial performance, TWA has incurred growing losses. TWA's recent decision to terminate JFK-Rome and JFK-Madrid service, routes that were once considered part of its backbone, suggests that TWA is not in a position today that would allow it to compete effectively

against United at Los Angeles, as American is attempting to do now. In fact, TWA's route terminations are particularly telling in the face of recent additions of Rome service by American, Delta, and Northwest.

As noted above, TWA has a very small presence in the Washington-Los Angeles market, and at Los Angeles and Washington generally. TWA also has an insignificant frequent flyer program penetration among passengers at Los Angeles and Washington. Unlike American, TWA would not help balance competition against United's dominance on the Washington-Los Angeles route, or at the either of the end points.

Moreover, TWA fails to meet the statutory requirement of providing network benefits. TWA's only claim in that regard is a letter of intent with Chautauqua Airlines that Chautauqua might begin service from Los Angeles to Bakersfield, Monterey, San Luis Obispo, Santa Barbara, and Palm Springs on which TWA could codeshare. But such service is entirely speculative. Chautauqua Airlines presently has no operations at LAX. By contrast, American's regional partner, American Eagle, is well-established at Los Angeles. Unlike TWA, American is certain to provide substantial network benefits following the award of DCA beyond-perimeter slot exemptions.

CONCLUSION

Congress has mandated that the Department improve access to Ronald Reagan Washington National Airport from points in the western United States. Los Angeles is by far the largest U.S. city without nonstop access to DCA, and Los Angeles-Washington is by far the largest O&D market without nonstop access to DCA. American's proposed service will provide Los Angeles with its first nonstop service to DCA, and will also provide cities in California, Nevada, and Hawaii with first or competitive one-stop service to DCA. The Department should promptly grant four beyond-perimeter DCA exemption slots to American for twice-daily nonstop service between Los Angeles and DCA.

Respectfully submitted,

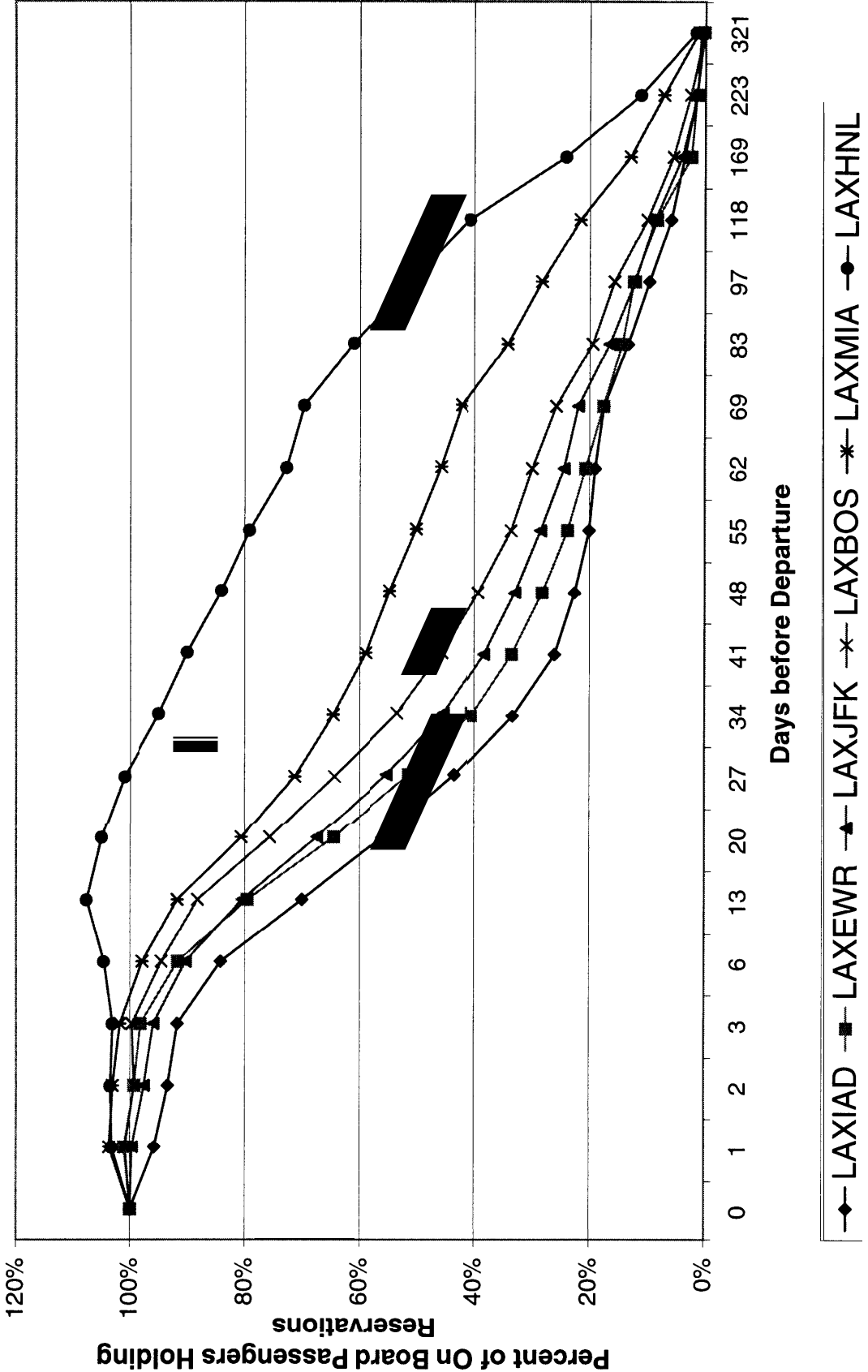
A handwritten signature in black ink, reading "Carl B. Nelson, Jr." with a stylized flourish at the end.

CARL B. NELSON, JR.  
Associate General Counsel  
American Airlines, Inc.

May 22, 2000

The Washington - Los Angeles Market is a Time-Sensitive Business Market

Booking Curve for American Airlines' Operations  
June 1999



Source: Company records.

The Los Angeles Market is One of the Strongest Business Markets  
Compared to Other Applicant Cities

Premium Passengers as Percent of Total

Destination	DCA	IAD
Phoenix	4.7%	4.3%
Los Angeles	4.0%	4.9%
Seattle	4.0%	3.8%
San Francisco	3.0%	6.6%
Las Vegas	3.0%	3.0%
Denver	1.7%	2.1%
Salt Lake City	0.4%	1.7%

Exhibit AA-3

AMERICAN AIRLINES  
MORE LEGROOM IN COACH INITIATIVE





**AMERICAN WILL REMOVE THOUSANDS OF COACH SEATS  
ON ITS ENTIRE JET FLEET TO CREATE MORE ROOM  
THROUGHOUT ITS COACH CABINS**

**About 75,000 Domestic And International Coach Seats Get Added Space**

FOR RELEASE: Thursday, Feb. 3, 2000

[Español](#)

[Português](#)

[Don Carty's](#)

[Remarks](#)

[Mike Gunn's](#)

[Remarks](#)

[Fact Sheet](#)

[Images](#)

[Logos](#)

WASHINGTON -- In a move that will change the face of domestic and international coach travel, American Airlines announced today that it will remove thousands of coach seats on its entire fleet of more than 700 jet aircraft, using the space to provide more room for passengers throughout its coach cabin.

All told, American will remove approximately 7,200 seats – about 6.4 percent of its coach capacity – and will increase the seat pitch, or the amount of room between rows of seats, for more than 75,000 coach seats. Nearly six months of intense planning went into developing the program.

"We believe that transforming our aircraft to offer more room throughout coach makes good business sense and is the right thing to do in today's competitive environment," said Donald J. Carty, American's Chairman and CEO, at a Washington news conference to announce the initiative.



**More Comfort With Room To Spare**

American Airlines Chairman and CEO, Don Carty, at 6' 3", and Executive Vice President of Marketing and Planning, Mike Gunn, at 6' 1", demonstrate the expanded legroom and new found comfort American's passengers soon will begin to experience when traveling in coach. The increase in seat pitch offers customers what they have told us they really want...more room.

ALSO SEE BELOW: Don invites Sen. John D. Rockefeller IV to check it out firsthand.

Appearing with **Carty** was **Michael W. Gunn**, American's executive vice president-marketing and planning, who said the coach seat decision is a logical extension of American's expanding service commitment.

"By taking out seats and creating more room in coach — row after row after row — on the entire fleet, we are making American a better service provider, and a better value for our customers," Gunn said.

The majority of the work will be done at American's **Tulsa, Okla.**, and **Alliance-Fort Worth, Tex.**, maintenance bases at a cost of about **\$70 million**. It will expand the living space in the airline's coach cabins from the present industry standard of **31 and 32 inches** to a predominant level of **34 and 35 inches** of space, with some reaching as much as **36 inches**. On the **Super 80**, American's largest fleet, coach living space will increase by as much as **35 percent**.



When the project is complete, about **58 percent** of American's coach seats will have a seating pitch of **34 inches** or more — and about **98 percent** of coach seats will have seat room greater than today's industry standard — creating more coach passenger space on a major carrier than at any time since the deregulation of the airline industry more than 20 years ago. The added space will be offered using new generation coach seats with adjustable leather headrests that American began installing on many of its jets last year.



American launched the conversion work last week and expects to have half of its **609** domestic two-class jet fleet completed this summer. The entire two-class fleet **will** have the roomier coach cabins by November. Work on **98** three-class international airplanes will begin this fall and will finish next year.

To handle the work in a steady, efficient process, American has set up five special maintenance lines at the **Tulsa** base and one special line at **Alliance**.

In the end, American will transform coach cabins in **12** different types of domestic and international aircraft, ranging from the **Fokker 100** and the **MD80** to its longest-range jet, the **Boeing 777**.

The number of seats being removed from each airplane varies, depending on aircraft size and cabin design. In the case of American's **MD80s**, which account for **37 percent** of the airline's total jet fleet, two rows totaling **10 seats** will be eliminated from each aircraft. The first aircraft with the roomier coach cabin, a **129-seat MD80**, goes into scheduled service on **Saturday, Feb. 12**.

American will offer the new coach cabins in every corner of its route system, from the mainland United States, Hawaii and Alaska to Europe, the Caribbean, the Atlantic, Japan and Latin America.

Among many elements of the airline's service commitment, **Gunn** cited an investment of nearly **\$6 billion** in new aircraft, a **\$400 million** program for new seats and new aircraft interiors, and the recent groundbreaking for new **\$1 billion** terminals at **Miami International Airport** and **New York's Kennedy International Airport**.

The new coach seats American has been installing are manufactured by **Recaro**, a highly respected firm well known for building luxury seats for automobiles such as **Mercedes** and **Porsche**. Ergonomically designed for comfort and increased legroom, the new coach seats feature stylish

upholstery, six-way adjustable leather headrests, and power ports for computers in selected rows.

Adding more room throughout the coach cabin to the comfort and convenience of the new coach seats "is a powerful signal to our customers and our employees that American is determined to lead the way to better customer service," Gunn said.

[Don Cartv's Remarks](#) | [Mike Gunn's Remarks](#) | [Fact Sheet](#) | [Images](#) | [Logos](#) | [Return to News Index](#)

**News Release:** [Español](#) | [Português](#)

## **MORE ROOM, MORE COMFORT**

West Virginia Senator John D. Rockefeller IV, who stands 6' 6" and American's 6' 3" CEO, Don Carty demonstrate the old and the new. The current coach seat pitch of 31" makes it a tight fit for both gentlemen. As the seat pitch expands to 35", the coach experience becomes much roomier and a far more comfortable one.



**American Serves 32 U.S. and 15 International Points  
From Los Angeles**

Exhibit AA-4  
Page 1 of 1

**U.S. Cities**

---

Austin, TX  
Bakersfield, CA 1/  
Boston, MA  
Chicago (ORD), IL  
Colorado Springs, CO  
Dallas (DFW), TX  
Dallas (DAL), TX  
Denver, CO 2/  
Fresno, CA 1/  
Ft. Lauderdale, FL  
Hartford, CT 2/  
Honolulu, HA  
Houston (HOU), TX  
Kahului, HA  
Las Vegas, NV 1/  
Miami, FL  
Monterey, CA 1/  
Nashville, TN  
New York (JFK), NY  
Newark, NJ  
Oakland, CA 2/  
Orlando, FL  
Palm Springs, CA 1/  
Phoenix, AZ 2/  
Reno, NV  
San Diego, CA 1/  
San Francisco, CA  
San Jose, CA  
San Luis Obispo, CA 1/  
Santa Barbara, CA 1/  
St. Louis, MO 2/  
Washington, DC (IAD)

**International Points 3/**

---

Auckland, Australia  
Beijing, China  
Guadalajara, Mexico  
London (LHR), United Kingdom  
Melbourne, Australia  
Nagoya, Japan  
Nadi, Fiji  
Osaka, Japan  
Paris (CDG), France  
San Salvador, El Salvador  
Seoul, Korea  
Shanghai, China  
Sydney, Australia  
Taipei, Taiwan  
Tokyo, Japan

1/ American Eagle service.  
2/ Announced on April 10, 2000.  
3/ Includes codeshare service.

**United's Claimed Network Benefits Beyond Los Angeles Do Not  
Provide a Significant Basis for Its Selection**

Exhibit AA-5  
Page 1 of 1

**Cities Served by American and United O&D Passengers**

Bakersfield, CA	5,060
Monterey, CA	18,040
San Luis Obispo, CA	5,520
Santa Barbara, CA	19,340
<b>TOTAL</b>	<b>47,960</b>

**Additional Cities Served by United**

Carlsbad, CA	4,010
Imperial/EI Centro, CA	460
Inyokern, CA	2,830
Kona, HA	6,350
Lihue, HA	6,180
Merced, CA	140
Oxnard, CA	4,710
Santa Maria, CA	2,620
Santa Rosa, CA	870
St. George, UT	500
Visalia, CA	250
Yuma, AZ	2,110
<b>Total</b>	<b>31,030</b>

**American Will Provide New Online One-Stop Service to Four Cities  
in California and Eight International Destinations Served  
by its Codeshare Partners**

Exhibit AA-6

Page 1 of 1

**U.S. Cities 1/**

Bakersfield, CA

Monterey, CA

San Luis Obispo, CA

Santa Barbara, CA

**International Points 2/**

Auckland, New Zealand

Beijing, China

Melbourne, Australia

Nadi, Fiji

Nagoya, Japan

Seoul, Korea

Sydney, Australia

Taipei, Taiwan

1/ American Eagle service.

2/ Codeshare service.

**United Continues to Grow Its Dominant Presence in the  
Washington (DCA and IAD) - Los Angeles Origin and Destination Market**

Exhibit AA-7  
Page 1 of 2

Carrier	Year End Sep 97		Year End Sep 98			Year End Sep 99		
	O&D Passengers	Percent Share	O&D Passengers	Percent Share	Change from 1997	O&D Passengers	Percent Share	Change from 1998
United	357,350	46.9%	395,610	47.9%	10.7%	434,040	51.5%	9.7%
American	232,520	30.5%	261,860	31.7%	12.6%	256,770	30.5%	-1.9%
Continental	28,540	3.7%	30,950	3.7%	8.4%	35,050	4.2%	13.2%
Delta	35,640	4.7%	36,020	4.4%	1.1%	33,500	4.0%	-7.0%
US Airways	40,290	5.3%	38,210	4.6%	-5.2%	27,570	3.3%	-27.8%
TWA	22,290	2.9%	22,700	2.8%	1.8%	23,890	2.8%	5.2%
Northwest	18,890	2.5%	19,550	2.4%	3.5%	21,710	2.6%	11.0%
America West	10,240	1.3%	10,230	1.2%	-0.1%	8,750	1.0%	-14.5%
Other	15,790	2.1%	10,210	1.2%	-35.3%	1,270	0.2%	-87.6%
Total	761,550	100.0%	825,340	100.0%	8.4%	842,550	100.0%	2.1%

Source: Data Base Products, Inc. O+D Plus Database  
3 years ending September 1999.

**United Continues to Grow Its Dominant Presence in the  
Washington (DCA and IAD) - Los Angeles Origin and Destination Market**

Exhibit AA-7  
Page 2 of 2

**Average Daily Nonstop Frequencies**

<b>Carrier</b>	<b>Year End Sep 97</b>	<b>Percent Share</b>	<b>Year End Sep 98</b>	<b>Percent Share</b>	<b>Change from 1997</b>	<b>Year End Sep 99</b>	<b>Percent Share</b>	<b>Change from 1998</b>
United	6.7	62.7%	6.8	64.1%	2.5%	8.7	69.6%	27.7%
American	4.0	37.3%	3.8	35.9%	-3.3%	3.8	30.4%	-0.4%
Other	0.0	0.0%	0.0	0.0%	N/A	0.0	0.0%	N/A
Total	10.6	100.0%	10.7	100.0%	0.3%	12.6	100.0%	17.6%

**Average Daily Nonstop Seats**

<b>Carrier</b>	<b>Year End Sep 97</b>	<b>Percent Share</b>	<b>Year End Sep 98</b>	<b>Percent Share</b>	<b>Change from 1997</b>	<b>Year End Sep 99</b>	<b>Percent Share</b>	<b>Change from 1998</b>
United	1,304	63.7%	1,319	64.7%	1.2%	1,621	69.8%	22.9%
American	744	36.3%	719	35.3%	-3.4%	701	30.2%	-2.5%
Other	0	0.0%	0	0.0%	N/A	0	0.0%	N/A
Total	2,048	100.0%	2,038	100.0%	-0.5%	2,322	100.0%	13.9%

Source: OAG, 3 years ending September 1999.



# Los Angeles International Airport Enplanements by Carrier

Exhibit AA-8  
Page 1 of 1

Carrier	Enplanements					
	Year End Sep 97	Percent Share	Year End Sep 98	Percent Share	Year End Sep 99	Percent Share
United	6,889,084	30.6%	7,009,736	31.8%	7,196,357	30.6%
Southwest	3,298,272	14.6%	3,506,346	15.9%	3,968,478	16.9%
American	2,930,251	13.0%	2,785,418	12.6%	3,253,524	13.9%
Delta	3,247,020	14.4%	2,765,170	12.6%	2,557,165	10.9%
Northwest	1,110,675	4.9%	1,035,538	4.7%	1,154,745	4.9%
Alaska	890,790	4.0%	994,515	4.5%	1,117,634	4.8%
Continental	967,060	4.3%	1,083,996	4.9%	1,076,550	4.6%
America West	773,154	3.4%	745,415	3.4%	792,156	3.4%
US Airways	752,229	3.3%	680,913	3.1%	649,062	2.8%
TWA	619,221	2.7%	615,805	2.8%	612,808	2.6%
JR						
ATA	243,345	1.1%	262,070	1.2%	372,809	1.6%
Hawaiian	255,802	1.1%	236,270	1.1%	280,856	1.2%
Other	557,227	2.5%	310,170	1.4%	447,310	1.9%
TOTAL	22,534,130	100.0%	22,031,362	100.0%	23,479,454	100.0%

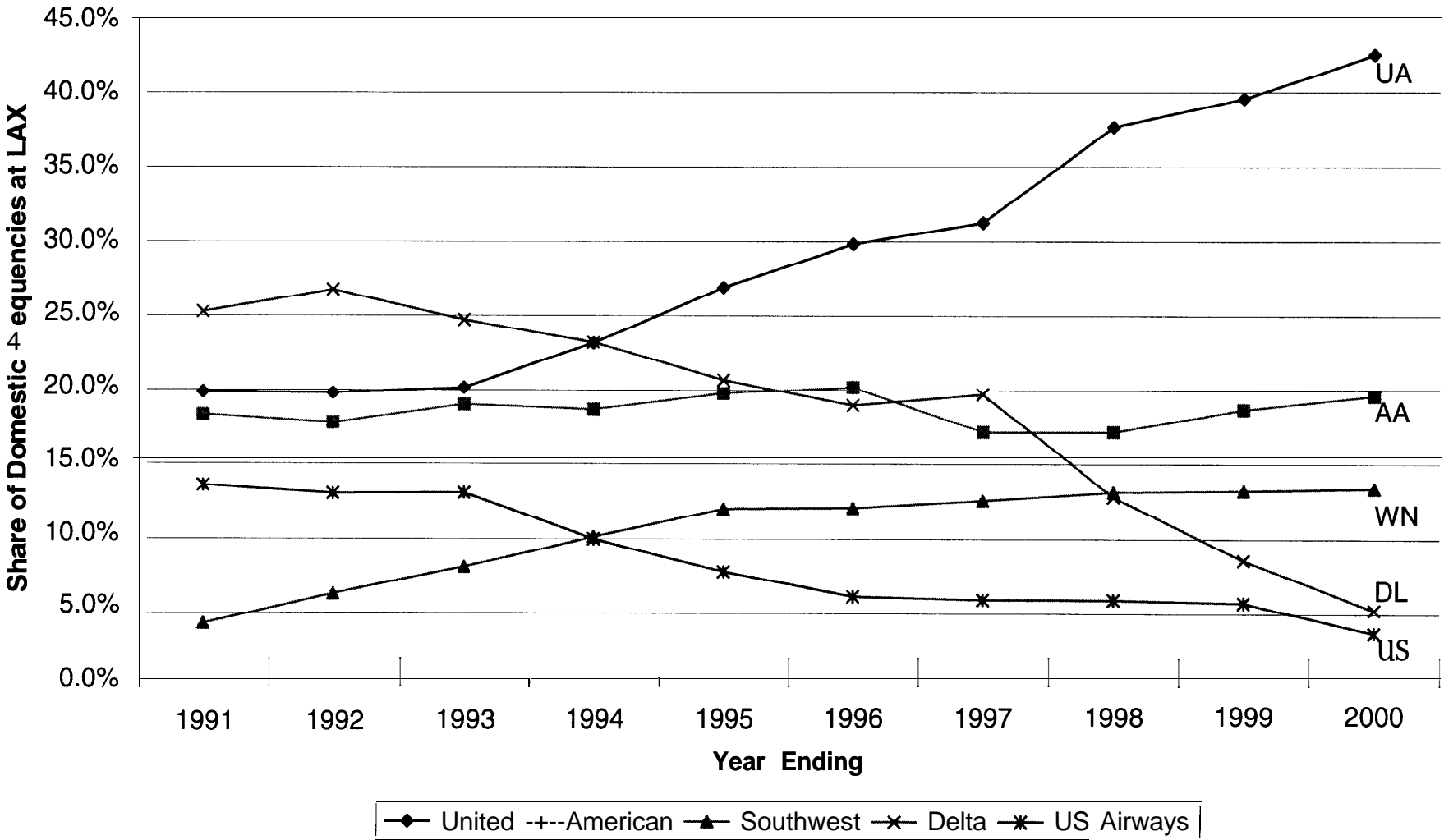
# Washington (DCA and IAD) Enplanements by Carrier

Exhibit AA-9

Page 1 of 1

Enplanements						
Carrier	Year End Sep 97	Percent Share	Year End Sep 98	Percent Share	Year End Sep 99	Percent Share
United	3,188,226	27.3%	3,393,001	27.8%	4,136,402	31.5%
US Airways	2,963,149	25.3%	3,124,644	25.6%	3,261,785	24.8%
Delta	1,843,243	15.8%	1,960,683	16.0%	2,017,273	15.4%
American	1,433,965	12.3%	1,490,622	12.2%	1,448,964	11.0%
Northwest	791,699	6.8%	723,107	5.9%	795,204	6.1%
Continental	621,281	5.3%	643,024	5.3%	660,187	5.0%
TWA	356,012	3.0%	350,331	2.9%	385,750	2.9%
Airtran	0	0.0%	163,042	1.3%	223,369	1.7%
Other	499,979	4.3%	373,216	3.1%	210,587	1.6%
Total	11,697,554	100.0%	12,221,670	100.0%	13,139,521	100.0%

# The Trend in Domestic Frequency Share at Los Angeles Shows United Surging Ahead of the Competition



Source: OAG, 10 years ending July 2000.

# Domestic Frequency Share at Los Angeles Over Ten Years by Carrier

Exhibit AA-10  
Page 2 of 2

Carrier	Year Ending July									
	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
United	19.9%	19.8%	20.2%	23.2%	26.9%	29.8%	31.3%	37.6%	39.6%	42.5%
American	18.4%	17.8%	19.0%	18.7%	19.8%	20.2%	17.2%	17.2%	18.7%	19.6%
Southwest	4.3%	6.3%	8.1%	10.1%	12.0%	12.1%	12.6%	13.1%	13.2%	13.4%
Delta	25.3%	26.7%	24.7%	23.2%	20.7%	19.0%	19.7%	12.8%	8.6%	5.3%
US Airways	13.6%	13.0%	13.1%	10.0%	7.8%	6.2%	6.0%	5.9%	5.7%	3.7%
America West	3.8%	2.9%	2.9%	2.8%	2.6%	2.5%	2.6%	2.6%	2.8%	3.1%
Alaska	2.0%	2.8%	2.8%	2.4%	2.5%	2.2%	2.6%	2.6%	3.0%	3.0%
Continental	3.5%	2.8%	2.7%	2.7%	2.7%	2.5%	2.7%	3.1%	2.8%	2.5%
Northwest	2.9%	3.0%	2.9%	2.5%	2.0%	1.9%	2.0%	1.9%	2.0%	2.2%
TWA <sup>1/</sup>	1.6%	1.9%	1.4%	1.4%	1.3%	1.1%	1.1%	1.2%	1.2%	1.2%
National	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.7%
ATA	0.0%	0.0%	0.0%	0.0%	0.3%	0.4%	0.4%	0.5%	0.6%	0.6%
Other	4.7%	2.9%	2.2%	2.9%	1.3%	2.1%	2.0%	1.5%	1.6%	2.3%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOTE: BACK Associates' OAG Database does not distinguish codesharing before 1994.

<sup>1/</sup> BACK Associates' OAG Database, shows no activity for Trans States Airlines at Los Angeles.

Source: OAG, 10 years ending July 2000.

**American Has Strong Customer Loyalty at Both Los Angeles  
and Washington, D.C. Which Would Allow it to  
Provide Effective Comprehensive Competition**

Exhibit AA-I 1  
Page 1 of 1

**Percent of Respondents**

<b>Carrier</b>	<b>Los Angeles</b>	<b>Washington, D.C.</b>
United	49.5%	47.8%
American	44.6%	41.4%
TWA	15.1%	17.1%
ATA	No Program	No Program

\* "Los Angeles" includes all respondents residing in the 90000-90999 zip code range, as well as respondents whose "Origin Airport" and "Airport Checked-In Today" was LAX.

\* "Washington, D.C." includes all respondents residing in the 20000-20600 zip code range, as well as respondents whose "Origin Airport" and "Airport Checked-In Today" was DCA.

Exhibit AA-12

AMERICAN TO STRENGTHEN ITS WEST COAST NETWORK



[Return to www.aa.com home page](http://www.aa.com) →

[Return to www.amrcorp.com home page](http://www.amrcorp.com) →



## **AMERICAN TO STRENGTHEN ITS WEST COAST NETWORK WITH SEVEN NEW ROUTES KEYED TO LOS ANGELES AND SAN JOSE**

### **Reductions At Reno And Las Vegas Will Improve Financial Performance And Make The Network More Efficient**

FOR RELEASE: Monday, April 10, 2000

FORT WORTH, Texas – American Airlines today announced a series of West Coast schedule changes that will strengthen its route network in the region and improve the network's financial performance.

Effective in June and July, American will add seven new nonstop routes to its West Coast network, focused on its major connecting centers at Los Angeles and San Jose. At Los Angeles, the airline will begin daily nonstop flights to and from St. Louis and Hartford on June 1, and to and from Phoenix, Denver and Oakland on July 2. The San Jose additions, effective July 2, will be to and from Phoenix and Denver, and are on top of the daily nonstop service American will introduce between San Jose and Honolulu on May 1.

In addition to the new routes, American said it will further expand at Los Angeles and San Jose this summer by adding a total of nine flights to five routes at Los Angeles and five flights to four existing routes at San Jose.

The Los Angeles routes with added service will be to Boston (starts August 1), Dallas Love Field (new service starting May 1), Las Vegas, San Francisco and San Jose.

The San Jose routes with increased service will be Los Angeles, New York's Kennedy Airport, Chicago's O'Hare Airport and Dallas/Fort Worth.

Overall, the expansion will add a combined total of **22** flights a day at Los Angeles, raising American's total operations there to **127** daily departures, and will add **13** flights at San Jose, for a daily total of **67** departures.

In terms of the American's entire West Coast route network, the schedule change will grow the network to a total of **468** flights a day at **22** cities, giving the airline an expanded ability to carry passengers up and down the West Coast and to points within the region when their trips originate in other parts of the route system.

As part of the West Coast restructuring, American also announced that it will discontinue on July 2 eight routes, principally at **Reno** and Las Vegas, where passenger loads have been disappointing.

The **Reno** reductions involve service to and from Las Vegas, Seattle, Portland, San Diego and Orange County. American will continue to serve **Reno** with daily service to its major hubs at Chicago and Dallas/Fort Worth, as well as to Los Angeles and San Jose.

At Las Vegas, American will cancel service to Colorado Springs, Oklahoma City and Orange County, but will continue with frequent service to the Chicago and Dallas/Fort Worth hubs and to Los Angeles and San Jose.

After the changes, American will have **11** flights a day at **Reno**, compared to **28** flights a day today, and **24** flights a day at Las Vegas, down from **33** flights today.

Employees affected by the reductions will be assisted by American in finding other positions, either with the airline or with outside organizations.

American's reservations **office** at Las Vegas will remain in full operation to help handle the increased call volume that will result from the overall West Coast expansion.

In announcing the reductions, American said it deeply regrets that word of the changes was reported prematurely over the weekend. The basic elements of the plan were shared in confidential conversations, but the final schedule was still being refined and the airline never intended for the information to be made public before it could be shared with employees and key community leaders. American apologized to anyone who was offended by the news leaks.

"The new services and realigned schedules build on the West Coast expansion we began last year, and will give us a much stronger and more efficient West Coast network," said Mike **Gunn**, American's executive vice president of marketing and planning.

"With the new schedules, we're expanding the reach of the West Coast network into places like Phoenix, Denver and St. Louis, and giving American the ability to carry passengers on a complete West Coast itinerary, even when it involve an intermediate trip like Denver-San Jose or Phoenix-Los Angeles," **Gunn** said.

Early last summer, American launched its West Coast expansion with **20** new flights to **19** cities, and then added more than **150** new nonstop flights in the West with its acquisition of **Reno** Air, which greatly enhanced American's overall presence in the West.

American is also in the midst of a **\$260** million improvement program at Terminal 4 at Los Angeles International Airport, where the carrier is enlarging ticket counter and baggage facilities, expanding the security check-point area, redesigning the departure and arrival concourse and building a new international arrivals facility with an enclosed walkway linked to the Bradley International Building. The project



is scheduled for completion by August 2001.

Here is the list of West Coast routes American will add or serve with additional flights, with the number of nonstop flights for each market:

**LOS ANGELES (TO AND FROM):**

**New Service**

Phoenix – 5  
Denver – 3  
St. Louis – 2 (starts June 1)  
Oakland – 4  
Hartford – 1 (starts June 1)

**Expanded Service**

Boston – 1 (starts Aug. 1), for total of 5  
Las Vegas – 2, for total of 8  
San Francisco – 1, for total of 9  
San Jose – 1, for total of 10  
Dallas Love Field – 4, (starts May 1)

**SAN JOSE (TO AND FROM):**

**New Service**

Denver – 4  
Phoenix – 3  
Honolulu – 1 (starts May 1)

**Expanded Service**

Los Angeles – 1, for total of 10  
New York Kennedy – 2, for total of 3  
Chicago – 1 (seasonal) , for total of 5  
Dallas/Fort Worth – 1, for total of 10

Send comments or suggestions to: [amrwebmaster@amrcorp.com](mailto:amrwebmaster@amrcorp.com)  
Copyright © 2000 AMR Corporation, Inc. All Rights Reserved.  
[Legal Information](#)

**ATA's Schedule Would Require an Overnight Connection  
to its Less Than Daily Flights to/from Destinations in Hawaii**

**Westbound**

Departs Washington/DCA	Arrives Los Angeles	Departs Los Angeles	Frequency	Flight Number	To City	Arrives	Total Connect Time
	1630						
1420		0835	1 . . . . .	745	Honolulu	1110	15 hours 55 minutes
		0835	. . . 4 5 6 7	709	Kahului	1100	15 hours 45 minutes
		0945	. . . . . 6 .	743	Kahului	1210	16 hours 45 minutes

**Eastbound**

Departs	Frequency	From City	Flight Number	Arrives Los Angeles	Departs Los Angeles	Arrives Washington DCA	Total Connect Time
1415	. . . . . 6 .	Kahului	742	2215			11 hours 40 minutes
1240	1 . . . . .	Honolulu	744	2100			12 hours 55 minutes
1400	. . . 4 5 6 7	Honolulu	708	2220			11 hours 35 minutes
					0955	1730	

## American Will Offer More Choice and Better Products Than ATA

	<b>American</b>	<b>ATA</b>
Premium Classes Offered	First Class	None
Number of Premium Class Seats Offered Per Flight	22	0
Average Pitch (legroom) per Economy Seat	34 inches <sup>1/</sup>	29.5 inches

<sup>1/</sup> American projects an average pitch of 34 inches in Economy Class on its newly reconfigured B757s.

American Offers a Superior Economy Class Product  
Versus Other Applicants

	American	Industry Standard <sup>1/</sup>	ATA
Average Pitch (legroom) per Economy Seat	34 inches <sup>2/</sup>	32 inches	29.5 inches

<sup>1/</sup> The industry standard represents the typical pitch measurement across 10 U.S. carriers for B757 equipment.  
<sup>2/</sup> American projects an average pitch of 34 inches in Economy Class on its newly reconfigured B757s.

**TWA is Not Financially Strong Enough to Provide Effective and Comprehensive  
Competition to United at Los Angeles and Washington, D.C.**

<b>TWA's Profitability</b>			
	<b>1997</b>	<b>1998</b>	<b>1999</b>
Operating Margin	-0.9%	-2.0%	-10.5%
Pre-Tax Margin	-2.7%	-3.3%	-10.6%
Net Margin	-3.8%	-4.4%	-11.4%

Source: BACK Associates, FORM41 Database,  
and TWA's Reported Financial Statements,  
1997-1999.

Exhibit AA-17

PUBLIC SUPPORT

BARBARA BOXER  
CALIFORNIA

# United States Senate

HART SENATE OFFICE BUILDING  
SUITE 112  
WASHINGTON, DC 20510-0505  
(202) 224-3553  
senator@boxer.senate.gov  
http://boxer.senate.gov

COMMITTEES:  
BUDGET  
ENVIRONMENT  
AND PUBLIC WORKS  
FOREIGN RELATIONS

March 27, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh Street, S. W., Room 10200  
Washington, D.C. 20590

Dear Mr. Secretary:

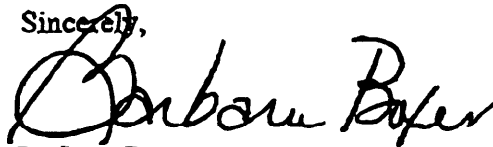
Under the Wendell H. Ford Aviation Investment and Reform Act for the 21<sup>st</sup> Century, the Department of Transportation (DOT) can award six new roundtrip flights between Washington's Reagan National Airport and cities located outside the current 1,250-mile perimeter limit on operations at that airport. It is my understanding that American Airlines will apply for two of these available roundtrips to serve Los Angeles International Airport (LAX). I urge your strongest consideration of American Airlines' proposal.

Los Angeles is currently the largest U.S. city without nonstop service to National Airport. Indeed, far more consumers would benefit from a nonstop route between Washington National and Los Angeles than between National and other competing cities, such as Phoenix or Salt Lake City. DOT's data for 1999 show that the Washington-Los Angeles air market is five times the size of the Washington-Phoenix market (2,308 passengers per day versus 466 passengers per day) and over four times the size of the Washington-Salt Lake City market (526 passengers per day).

As such, the introduction of new nonstop service from National Airport to LAX would clearly increase competition for the most nonstop air travelers possible. American's proposal will not only benefit consumers and business travelers in the Los Angeles metro area but scores of air travelers on the west coast as well.

Thank you for your consideration.

Sincerely,



Barbara Boxer  
United States Senator

1700 MONTGOMERY STREET  
SUITE 240  
SAN FRANCISCO, CA 94111  
(415) 403-0100

312 N. SPRING STREET  
SUITE 1748  
LOS ANGELES, CA 90012  
(213) 894-3000

501 T STREET  
SUITE 7-600  
SACRAMENTO, CA 95814  
(916) 444-2767

1130 O STREET  
SUITE 2450  
FRESNO, CA 93721  
(409) 497-5109

600 B STREET  
SUITE 2240  
SAN DIEGO, CA 92101  
(619) 239-3864

201 NORTH E STREET  
SUITE 210  
SAN BERNARDINO, CA 92401  
(909) 889-2325

PRINTED ON RECYCLED PAPER

MAR 27 1999 15:20

\*\* TOTAL PAGE. 02 \*\*



# Congress of the United States

Washington, DC 20515

April 6, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh Street, SW  
Room 10200  
Washington, D.C. 20590

Dear Secretary Slater,

As members of the California congressional delegation, we strongly support American Airlines' application to provide **twice** daily nonstop **service** between **Washington's** Reagan National Airport (CA) and Los Angeles International Airport (LAX).

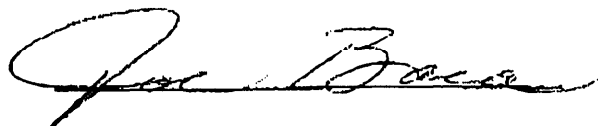

Under the recently passed Wendell H. Ford Aviation Investment and Reform Act for the 21<sup>st</sup> Century, the Department of Transportation (DOT) can award six new **roundtrip** flights between Reagan National Airport and cities located outside the current 1,250-mile perimeter limit on operations at that airport.

Los Angeles is currently the largest U.S. city without nonstop **service** to National Airport. Indeed, **far more consumers** would **benefit from** a nonstop route between National and Los Angeles than between National and other competing cities, such as Phoenix and Salt Lake City. DOT's data for 1999 show that the Washington-Los Angeles air market is five times the size of the Washington-Phoenix market (2,308 passengers per day versus 466 passengers per day) and over four times the size of the Washington-Salt Lake City market (526 passengers per day).

As such, the introduction of new nonstop service **from DCA to LAX** would clearly increase competition for the most nonstop air travelers possible. Moreover, awarding two roundtrips to American Airlines will help **strengthen** competition along the West Coast as American continues to aggressively expand its coastal network following its acquisition of Nevada-based Reno Air. Accordingly, awarding American two **roundtrip** flights to enable DCA-LAX nonstop service will not only benefit consumers and business travelers in the Los Angeles metro area but scores of air travelers up and down the west coast as well.

Thank you for considering our strong support for American Airlines' application.

Sincerely,





Buck McKen

Edith Lang

Mary Fox

M. A. Marking

Howard Penn

Ed CD for

Ron Packard

James Dwyer

B. H. 10

David K. Hain

Bill Thomas

Doug & W. H. H.

John C. H. H.

Ben Bell

April 6, 2000, California Delegation Letter  
In Support of American Airlines' LAX/DCA Application

Ken Calvert	Joe Baca
Howard "Buck" McKeon	Jim Rogan
Elton Gallegly	Gary Miller
Mary Bono	David Drier
Matthew Martinez	Bill Thomas
Howard Berman	Henry Waxman
Julian Dixon	Randy "Duke" Cunningham
Ron Packard	Brian Bilbray

CAPITOL OFFICE  
1119 LONGWORTH HOB  
WASHINGTON, DC 20515  
PHONE: (202) 225-6235  
FAX: (202) 225-2202

DISTRICT OFFICE  
1910 SUNSET BLVD., #560  
LOS ANGELES, CA 90026  
PHONE: (213) 483-1425  
FAX: (213) 483-1429



COMMITTEE ON WAYS AND MEANS  
SUBCOMMITTEE ON TRADE

**Congress of the United States**  
**House of Representatives**  
**XAVIER BECERRA**  
**30TH DISTRICT, CALIFORNIA**

April 21, 2000

The Honorable **Rodney Slater**  
**Secretary of Transportation**  
U.S. Department of Transportation  
400 Seventh Street, SW., Room 10200  
Washington, D.C. 20590

Dear **secretary Slater**:

American Airlines is currently **investing \$260 million** in improvements to **its terminal** at **Los Angeles International Airport (LAX)** and has **recently announced** major **additions** to its network at LAX, **including** new nonstop **flights** to St Louis, Hartford, Phoenix, Denver, and **Oakland**. I **strongly** support **American Airlines' growing investment** in the Los Angeles **community** and **expanding** operations at LAX. In this context, I urge you to give **the** strongest possible **consideration** to **American's application** to provide twice **daily** nonstop **service** between **Washington's Reagan National Airport (DCA)** and LAX.

As you know, under the **recently** passed **Wendell H. Ford Aviation Investment and Reform Act for the 21st Century**, the **Department of Transportation (DOT)** can award **six new roundtrip flights** between **Reagan National Airport** and cities located outside the current **1,250-mile perimeter limit on operations** at that airport.

Los **Angeles** is currently **the largest U.S. city without nonstop service to National Airport**. Indeed, **far more consumers** would **benefit from** a nonstop route between **Washington National** and **Los Angeles** than between **National** and other competing **cities, such as Phoenix or Salt Lake City**. DOT's data for **1999** show that the **Washington-Los Angeles air market** is five times the size of the **Washington-Phoenix market** (**2,308 passengers per day** versus **466 passengers per day**) and over four times the size of the **Washington-Salt Lake City market** (**526 passengers per day**).

As such, the introduction of new nonstop service from RCA to LAX would clearly increase competition for the most nonstop air travelers possible. Moreover, awarding two roundtrips to American Airlines will help strengthen competition along the West Coast as American continues to aggressively expand its coastal network following its acquisition of Nevada-based Reno Air. Accordingly, awarding American two roundtrip flights to enable DCA-LAX nonstop service will not only benefit consumers and business travelers in the Los Angeles metro area but scores of air travelers up and down the west coast.

Thank you for considering my views.

Sincerely,



XAVIER BECERRA  
Member of Congress

LOIS CAPPS  
22<sup>D</sup> DISTRICT, CALIFORNIA

1118 LONGWORTH BUILDING  
WASHINGTON, DC 20515-0522  
(202) 225-3601

COMMITTEE ON COMMERCE



**Congress of the United States**  
**House of Representatives**

May 8, 2000

DISTRICT OFFICES:  
ci 1411 MARSH STREET, STE. 205  
SAN LUIS OBISPO, CA 93401  
(805) 548-8348  
☐ 1428 CHAPALA STREET  
SANTA BARBARA, CA 93101  
(805) 730-1710  
☐ 910 E STOWELL ROAD, STE. 111  
SANTA MARIA, CA 93454  
(805) 349-9313

The Honorable Rodney Slater  
U.S. Department of Transportation  
400 7<sup>th</sup> Street, SW  
Washington, DC 20590

Dear Mr. Secretary:

I am writing you in support of American Airlines' application to provide twice daily nonstop service between Washington's Reagan National Airport (DCA) and Los Angeles International Airport (LAX).

As you know, recently passed legislation allows the Department of Transportation to award 6 new roundtrip flights from DCA to cities located outside the current 1,250 mile perimeter limit on operations at the airport. This new legislation provides the Department with an opportunity to help west coast citizens get access to cheaper and more convenient flights to our nation's capital.

Los Angeles is currently the largest U.S. city without nonstop service to DCA. Clearly, millions of west coast citizens would benefit from direct service between LAX and DCA. In addition, millions more, including my constituents on the Central Coast of California, would benefit from the one-stop service that would be available to them through this new, convenient connection.

I respectfully urge you to give American Airlines' application full consideration, consistent with all relevant rules and regulations. Thank you for attention to this request.

Sincerely,

LOIS CAPPS  
Member of Congress

DIANNE FEINSTEIN  
CALIFORNIA

COMMITTEE ON APPROPRIATIONS  
COMMITTEE ON THE JUDICIARY  
COMMITTEE ON RULES AND ADMINISTRATION

United States Senate  
WASHINGTON, DC 20510-0504

May 2, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
U.S. Department of Transportation  
400 Seventh Street, S.W., Room 10200  
Washington, D.C. 20590

Dear Secretary Slater:

I am writing to urge that California receives equitable treatment in your upcoming decision on additional non-stop flights in and out of Washington's Reagan National Airport.

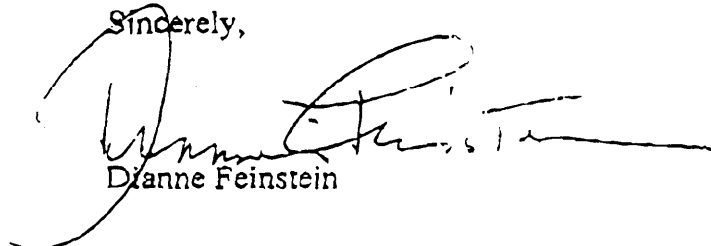
The recently passed Wendell H. Ford Aviation Investment and Reform Act for the 21<sup>st</sup> Century authorizes the Department of Transportation (DOT) to award six new roundtrip flights between Washington's Reagan National Airport and cities located outside the current 1,250-mile perimeter limit on operations at that airport.

Far more consumers would benefit from nonstop routes between National Airport and California than from routes to any other competing market. For example, DOT's 1999 data shows the Washington-Los Angeles air market has on average 2,308 daily passengers and Washington-San Francisco has 1,648 passengers per day. This dwarfs the size of the Washington-Phoenix market (466 passengers per day) and the Washington-Salt Lake City market (526 passengers per day).

Given the numbers of passengers involved and the potential to improve service while enhancing competition, I urge you to support applications filed to provide non-stop service to Reagan National Airport.

Thank you for your attention to this matter. If you have any questions or require additional information, please do not hesitate to call on me or have your staff contact Chris Kierig at 224-9653.

Sincerely,



Dianne Feinstein

DANIEL K. INOUE  
HAWAII

APPROPRIATIONS  
Subcommittees on Defense  
COMMERCE, SCIENCE, AND TRANSPORTATION  
Subcommittees on Surface Transportation  
and Merchant Marine  
COMMITTEE ON INDIAN AFFAIRS  
DEMOCRATIC STEERING COMMITTEE  
COMMITTEE ON RULES AND ADMINISTRATION  
JOINT COMMITTEE ON PRINTING

**United States Senate**  
SUITE 722, HART SENATE OFFICE BUILDING  
WASHINGTON, DC 20510-1102  
(202) 224-3834  
FAX (202) 224-6747

PRINCE KUHIO FEDERAL BUILDING  
ROOM 7-212, 306 ALA MOANA BOULEVARD  
HONOLULU, HI 96850-4876  
(808) 541-3542  
FAX (808) 541-3546

101 ALUPUNI STREET, NO. 208  
HILO, HI 96720  
(808) 936-0844  
FAX (808) 961-6182

May 5, 2000

The Honorable Rodney Slater  
U.S. Department of Transportation  
400 Seventh Street, S.W., Room 10200  
Washington, D.C. 20590

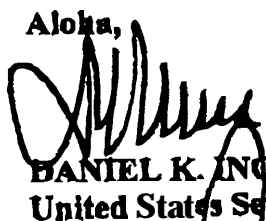
Dear Secretary Slater:

The Wendell H. Ford Aviation Investment and Reform Act for the 21<sup>st</sup> Century authorizes the Department of Transportation to award six new round trip flights between Washington's Reagan National Airport (DCA) and cities located outside the current 1,250-mile perimeter limit on operations at that airport. I understand American Airlines and United Airlines have applied for authority to serve Los Angeles International Airport (LAX).

Air travelers to and from Hawaii depend heavily on LAX as a critical connecting point. Proposed service between DCA and LAX will expand consumer choice and significantly increase the convenience of service between the nation's capital and Hawaii. As a result of such network benefits, the new flights between DCA and LAX should result in increased competition and lower fares on routes between Washington, D.C. and Hawaii. Accordingly, I support efforts to provide these new flights.

Thank you for considering my views on this important matter.

Aloha,

  
DANIEL K. INOUE  
United States Senator

DKI:mlc

**Congress of the United States**  
**House of Representatives**  
**Washington, DC 20515**

April 17, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh Street, S.W., Room 10200  
Washington, D.C. 20590

Dear Secretary Slater:

As members of the California congressional delegation, we write to express our strong support for proposals to provide twice daily nonstop service between Washington's Reagan National Airport and Los Angeles International Airport (LAX).

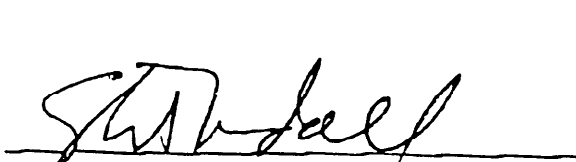
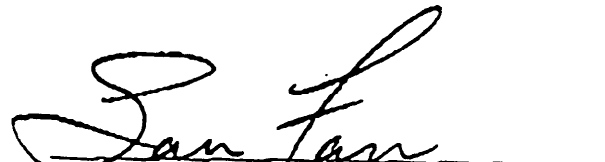
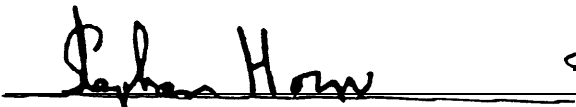
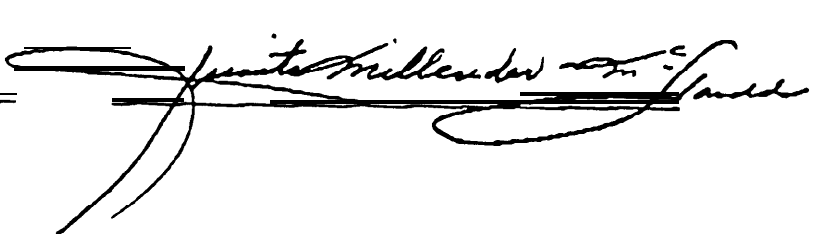
As you know, under the Wendell H. Ford Aviation Investment and Reform Act for the 21st Century, the Department of Transportation (DOT) can award six new roundtrip flights between Reagan National Airport and cities located outside the current 1,250-mile perimeter limit on operations at that airport.

Los Angeles is currently the largest U.S. city without nonstop service to Reagan National Airport. Indeed, far more consumers would benefit from a nonstop route between Reagan National and Los Angeles than between National and other competing cities, such as Phoenix or Salt Lake City. DOT's data for 1999 show that the Washington-Los Angeles market is five times the size of the Washington-Phoenix market (2,308 passengers per day versus 466 passengers per day) and over four times the size of the Washington-Salt Lake City market (526 passengers per day).

As such, the introduction of new nonstop service from Reagan National Airport to LAX would clearly increase competition for the most nonstop air travelers possible. Without a doubt, increased competition at LAX and in the Los Angeles-Washington market would bring significant benefits to the public.

Thank you for giving these proposals your highest consideration.

Sincerely,



Bob Sum

Grace J. Napolitano

Cory Miller

Hayden Waxman

Robert J. Watson

Matthew H. Mathews

Dave Robinson

Buck McLean

John T. Hollett

Ellen O. Tauscher

John Brown

Joe Burr

John L. Olin

Harold L. Brown

James Lewis

Ken Calvert

Ron Packard

Duke Cunningham

Paul D. Davis

May Bar

Ed Lyce

Lois Capps

Erin P. Bily

Cal Dooley

Louise Sanchez

Louise Royal-Allard



March 12, 1999

The Honorable Dianne Feinstein  
U.S. Senate  
Hart Building, Room 331  
2<sup>nd</sup> & C Street, NE  
Washington, DC 20510

LAX

Ontario

Van Nuys

Pasadena

City of Los Angeles

Richard J. Riordan,  
Mayor

Board of Airport  
Commissioners

John J. Agostino  
President

Patricia Mary Schnegg  
Vice President

Miguel Contreras  
Warren W. Valery  
Leland Wong

John J. Driscoll  
Executive Director

Dear Senator Feinstein:

It has come to my attention that legislation currently pending in the Senate would lift the perimeter rule at Reagan National Airport and therefore would offer an opportunity for a major airline to schedule direct flights from Reagan National to LAX. Further, it is my understanding that American Airlines would be the leading candidate to take advantage of the additional slots.

As you are aware there is no service into Reagan National Airport from LAX. This additional service by American Airlines will help meet the continued passenger demand to the Washington DC area. American Airlines qualifies as an airline we would like to help because the addition of these flights to LAX works to keep a healthy balance between the major carriers at LAX.

I would ask that you assist American Airlines in any way you can to make California eligible for direct flights from LAX to Reagan National Airport.

Sincerely,

John J. Driscoll  
Executive Director

JJD:PD:kb



Los Angeles World Airports

March 12, 1989

The Honorable Barbara Boxer  
U.S. Senate  
Hart Building, Room 112  
2<sup>nd</sup> & C Street, NE  
Washington, DC 20510

LAX

Ontario

Van Nuys

PSUndale

City of Los Angeles

Richard J. Riordan,  
Mayor

Board of Airport  
Commissioners

John J. Agglin  
President

Patricia Mary Schnegg  
Vice President

Miguel Contreras  
Warren W. Valdry  
Lelene Wong

John J. Driscoll  
Executive Director

Dear Senator Boxer:

It has come to my attention that legislation currently pending in the Senate would lift the perimeter rule at Reagan National Airport and therefore would offer an opportunity for a major airline to schedule direct flights from Reagan National to LAX. Further, it is my understanding that American Airlines would be the leading candidate to take advantage of the additional slots.

As you are aware there is no service into Reagan National Airport from LAX. This additional service by American Airlines will help meet the continued passenger demand to the Washington DC area. American Airlines qualifies as an airline we would like to help because the addition of these flights to LAX works to keep a healthy balance between the major carriers at LAX.

I would ask that you assist American Airlines in any way you can to make California eligible for direct flights from LAX to Reagan National Airport.

Sincerely,

John J. Driscoll  
Executive Director

JJD:PD:kb



## California Travel and Tourism Commission

March 23, 2000

### Officers

**Lon Hatamiya**  
*Chair*  
Secretary, California Trade  
and Commerce Agency

**Jim Abrams**  
*Vice Chair*  
Executive Vice President,  
California Hotel and Motel  
Association

**Bob Roberts**  
*Vice Chair*  
Marketing Committee  
Executive Director, California  
Ski Industry Association

**John Kautz**  
*Chief Financial Officer*  
Executive Committee  
Chairman, Insurance Underwriters

**Caroline P. Bateta**  
*Executive Director*

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh Street, SW, Room 10200  
Washington, D.C. 20590

Dear Secretary Slater:

On behalf of the **California** Travel and Tourism Commission, I am writing to express strong support for American Airlines' bid to provide **twice daily** nonstop service between Washington's Reagan National Airport and Los Angeles **International Airport (LAX)**.

As you **know**, under the recently passed Wendell H. Ford Aviation Investment and Reform Act for the **21<sup>st</sup>** Century, the Department of Transportation (DOT) can award six new roundtrip flights between National Airport and **cities** located outside **the** current **1,250-mile** perimeter limit on **operations** at that airport. It is **my** understanding that American Airlines will apply for two of these available **roundtrips** to serve LAX. American Airlines' proposal would provide a substantial boost to the backbone of California's economy-travel **and** tourism.

Indeed, Los Angeles is currently the largest U.S. **city** without nonstop service to the **premier** airport of the nation's capital. **Indeed**, far more consumers **would** benefit **from** a nonstop route between Washington National and Los Angeles **than** between National and **noncoastal** cities, such as Phoenix or Salt Lake City. DOT's data for **1999** show that the Washington-Los Angeles air market is five times the size of **the** Washington-Phoenix market (**2,308** passengers per day versus **466** passengers per day) and over four times the size of **the** Washington-Salt Lake City **market** (**526** passengers per day).

As such, the introduction of new nonstop service from National **Airport** to **LAX** would clearly increase competition for the most nonstop air travelers possible. Moreover, awarding **two roundtrips** to American will help strengthen competition **along** the West Coast as **American** continues to aggressively expand its **coastal** network following its acquisition of Nevada-based **Reno** Air. Accordingly, awarding American **two roundtrip** flights to enable National Airport-LAX nonstop service will not only benefit consumers and business travelers in **the** Los Angeles **metro** area but scores of air **travelers** up and down the west coast as well.

916-444-4429  
916-445-7593 fax

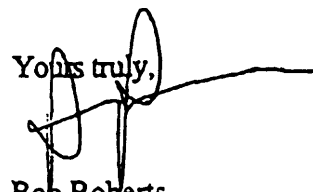
901 K Street  
Suite 1600  
Sacramento, CA  
95814 USA

<http://commerce.ca.gov>  
<http://gocall.ca.gov>

The Honorable Rodney Slater  
March 23, 2000  
Page 2

It is my hope that other airlines will seek the other four available roundtrips at **National Airport** to also **serve** cities in the state of California. Without question, for example, I believe that nonstop service between Washington, **D.C.** and San Francisco is also well **justified**.

Thank you for considering the views of **the** California Travel and Tourism Commission.

Yours truly,  
  
Bob Roberts  
Vice Chair

CC: Senator Barbara Boxer  
Senator Diane **Feinstein**  
Governor Gray Davis

April 10, 2000



The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh Street, S.W., Room 10200  
Washington, D.C. 20590

Re: DOT Docket No. OST-00-7162

Dear Secretary Slater:

I am writing to express Fresno Yosemite International Airport's strong support for American Airlines' recent application to the Department of Transportation (DOT) for four slot exemptions at Washington's Reagan National Airport so that it can provide twice daily nonstop service to Los Angeles International Airport (LAX). American currently flies eight times a day between Fresno and LAX.

Under the recently passed Wendell H. Ford Aviation Investment and Reform Act for the 21<sup>st</sup> Century, the Congress has granted DOT the authority to award six new roundtrip flights between Reagan National Airport and cities located outside the current 1,250-mile perimeter limit on operations at that airport. As you know, Los Angeles is the largest city without nonstop service to National Airport and awarding two of the six available roundtrips to American for LAX service would benefit a vast number of air travelers not only in Los Angeles but in a number of west coast cities that depend on LAX as a connecting hub.

Fresno consumers, for example, depend heavily on American's connecting service at LAX for their link to the national air transportation system. In this context, American's proposed service will expand consumer choice and significantly increase the convenience of service between the nation's capital and Fresno. As a result of such network benefits, the new American Airlines flights between National Airport and LAX should result in increased competition and lower fares on routes between Washington, D.C. and Fresno. As such, I support American Airlines in its efforts to provide these new flights.

Thank you for considering my views.

Sincerely,

A handwritten signature in black ink, appearing to read "Charles R. Hayes", written in a cursive style.

Charles R. Hayes  
Director of Transportation



Rusty Gregory  
Chief Executive Officer  
Post office Box 24  
MammothLakes  
California 93546  
760.934.0731  
Fax: 760.934.0615  
www.mammoth-mtn.com  
rusty@mammoth-mtn.com

May 10, 2000

Via Facsimile and Mail

The Honorable Rodney Slater  
Secretary of Transportation  
U.S. Department of Transportation  
400 Seventh Street, S.W., Room 10200  
Washington, D.C. 20590

Dear Secretary Slater:

On behalf of Mammoth Mountain Ski Area, I urge you to award American Airlines two roundtrip flights between Los Angeles International Airport (LAX) and Washington D.C.'s Reagan National Airport. As you know, under the recently enacted Wendell H. Ford Aviation Investment and Reform Act for the 21st Century the Department of Transportation can allocate six roundtrip long-haul flights to and from National Airport.

Over the past year, American Airlines has increased its commitment to and operations in the state of California. At Mammoth Lakes, American has partnered with the community and Mammoth Mountain Ski Area to provide planned Boeing 757 jet service to the Mammoth/Yosemite Airport and to ensure that the over \$30 million in planned airport improvements are accomplished by December 2001. While the exact American Airline hubs other than Dallas/Fort Worth that will link with Mammoth Lakes is yet to be determined, American's commitment clearly means not only new jet service, but new jobs and increased tourism to Mammoth Lakes. Indeed, our estimate of the overall annual economic impact of American's new service to Mammoth Lakes is over \$300 million.

I strongly support American Airlines' significant and growing investment in California and expanding their operations at LAX.

Thank you for considering our views,

Very truly yours,





May 9, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh St., SW.  
Washington , D. C. 20590

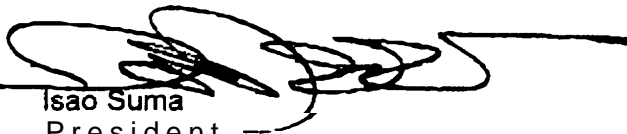
Dear Secretary Slater:

We are writing to express our strongest **possible** support for American Airlines' application for four beyond-perimeter Ronald Reagan Washington National Airport exemption slots pursuant to the recently-enacted AIR **21** Act, to permit American to operate two daily roundtrip nonstop flights to Los Angeles International Airport.

Los Angeles is currently the largest U.S. city without nonstop service to National Airport. In addition, the Los Angeles-Washington market is the largest beyond-perimeter market in terms of passengers. **As** such, the introduction of American's proposed **service between** Los Angeles and Washington National would clearly provide convenient nonstop service to the largest number of air travelers possible, and would stimulate additional competition between carriers serving the West Coast. This would mean lower **prices**, more convenient schedules, and shorter travel **times** for business people and **other** travelers in the Washington DC. Metropolitan area.

Accordingly, we urge you to award American Airlines the four exemption slots they have requested,

Sincerely,



Isao Suma  
President  
BJC Consolidators

May 9, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh St., S.W.  
Washington, D.C. 20590


Dear Secretary Slater:

We are writing to express our strongest possible support for American Airlines' application for four beyond-perimeter Ronald Reagan Washington National Airport exemption slots pursuant to the recently-enacted AIR 21 Act, to permit American to operate two daily roundtrip nonstop flights to Los Angeles International Airport.

Los Angeles is currently the largest U.S. city without nonstop service to National Airport. In addition, the Los Angeles-Washington market is the largest beyond-perimeter market in terms of passengers. As such, the introduction of American's proposed service between Los Angeles and Washington National would clearly provide convenient nonstop service to the largest number of air travelers possible, and would stimulate additional competition between carriers serving the West Coast. This would mean lower prices, more convenient schedules, and shorter travel times for business people and other travelers in the Washington D.C. Metropolitan area.

Accordingly, we urge you to award American Airlines the four exemption slots they have requested.

Sincerely,



John Freynaye  
Owner  
Carlson Wagon tit Travel

**May 9, 2000**

The Honorable Rodney **Slater**  
**Secretary** of Transportation  
400 Seventh St.. **S.W.**  
Washington, **D.C. 20590**

Dear Secretary **S later**:

We are writing to express our strongest possible support for American **Airlines'** application for four beyond-perimeter Ronald **Reagan Washington** National Airport exemption slots pursuant to the recently-enacted AIR **21** Act, to permit American to operate two daily roundtrip nonstop flights to Los Angeles International Airport.

Los Angeles is currently the largest U.S. city without nonstop service to National Airport. In addition, the **Los** Angeles-Washington market is the largest beyond-perimeter market in terms of passengers. As such, the introduction of American's proposed service between Los Angeles and Washington National would clearly provide convenient nonstop service to **the largest** number of air travelers possible, and would stimulate additional competition between carriers serving the West Coast. This would mean lower prices, more convenient schedules, and shorter travel times for business people and other travelers in the Washington **D.C.** Metropolitan **area**.

Accordingly, we urge you to award American Airlines the four exemption slots they have requested.

Sincerely,

A handwritten signature in black ink, appearing to read "Pam Galloway - Thank", with a large, stylized flourish at the beginning.

**Pam Galloway**  
**Vice-President General Services**  
Freedom Forum

April 20, 2000

The Honorable Rodney **Slater**  
Secretary of Transportation  
400 Seventh St., S.W.  
Washington, D.C. 20590

Dear Secretary **Slater**:

We are writing to express our strongest possible support for **American** Airlines' application for four beyond-perimeter Ronald Reagan Washington National Airport exemption slots pursuant to the recently-enacted **AIR 21** Act, to permit American to operate two daily roundtrip nonstop flights to Los **Angeles International** Airport.

Los Angeles is currently the largest U.S. city without nonstop **service** to National Airport. In addition, the Los Angeles-Washington market is the largest beyond-perimeter market in terms of passengers. As such, the introduction of American's proposed service between Los Angeles and Washington National would clearly provide convenient nonstop service to the largest number of air travelers possible, and would stimulate **additional** competition between carriers serving the West Coast. This would mean lower prices, more convenient schedules, and shorter travel times for business people and other travelers in the Washington **D.C.** Metropolitan area.

Accordingly, we urge you to award American Airlines the four exemption slots they have requested.

Sincerely,

A handwritten signature in black ink, appearing to read "David Thompson", with a stylized flourish at the end.

David Thompson  
Dir. Of Aviation/Chief Pilot  
**GEICO**

May 9, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh St., S.W.  
Washington, D.C. 20590

-Dear Secretary Slater:

We are writing to express our strongest possible support for American Airlines' application for four beyond-perimeter Ronald Reagan Washington National Airport exemption slots pursuant to the recently-enacted AIR 21 Act, to permit American to operate two daily roundtrip nonstop flights to Los Angeles International Airport.

Los Angeles is currently the largest US. city without nonstop service to National Airport. In addition, the Los Angeles-Washington market is the largest beyond-perimeter market in terms of passengers. As such, the introduction of American's proposed service between Los Angeles and Washington National would clearly provide convenient nonstop service to the largest number of air travelers possible, and would stimulate additional competition between carriers serving the West Coast. This would mean lower prices, more convenient schedules, and shorter travel times for business people and other travelers in the Washington DC. Metropolitan area.

Accordingly, we urge you to award American Airlines the four exemption slots they have requested.

Sincerely,



 ~~Fred Neithamer~~ *NIETHAMER*  
Regional Manager  
Gogo Tours

# INCA TRAVEL SERVICES

5411-C Backlick Road  
Springfield, V.A. 22151

Telephone (703) 642-8829  
Fax (703) 642-8869  
e-mail [trvlinca@aol.com](mailto:trvlinca@aol.com)

May 9, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400Seventh St., S.W.  
Washi ngton, D.C.20590

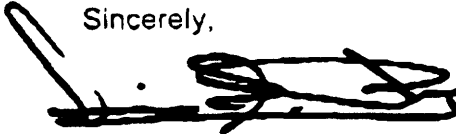
Dear Secretary Slater:

We are writing to express our strongest possible support for American Airlines' application for four beyond-perimeter Ronald Reagan Washington National Airport exemption slots pursuant to the recently-enacted AIR 21 Act, to permit American to operate two daily roundtrip nonstop flights to Los Angeles international Airport.

Los Angeles is currently the largest US. city without nonstop service to National Airport. In addition, the Los Angeles-Washington market is the largest beyond-perimeter market in terms of passengers. As such, the introduction of American's proposed service between Los Angeles and Washington National would clearly provide convenient nonstop service to the largest number of air travelers possible, and would stimulate additional competition between carriers serving the West Coast. This would mean lower prices, more convenient schedules, and shorter travel times for business people and other travelers in the Washington D.C. Metropolitan area.

Accordingly, we urge you to award American Airlines the four exemption slots they have requested.

Sincerely,



Luisa Ponce  
President  
Inca Travel

April 20, 2000

The Honorable Rodney **Slater**  
Secretary of Transportation  
400 Seventh St., SW.  
Washington, D.C. 20590

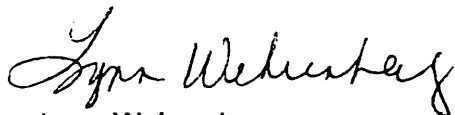
Dear Secretary **Slater**:

We are writing to express our strongest possible support for American Airlines' application for four beyond-perimeter Ronald Reagan Washington National Airport exemption slots pursuant to the recently-enacted AIR **21** Act, to permit American to operate two daily roundtrip nonstop flights to Los Angeles **International** Airport.

Los Angeles is currently the largest U.S. city without nonstop service to National Airport. In addition, the Los Angeles-Washington market is the largest beyond-perimeter market in terms of passengers. As such, the introduction of American's proposed **service** between Los Angeles and Washington National would clearly provide convenient nonstop service to the largest number of air travelers possible, and would stimulate additional competition between carriers serving the West Coast. This would mean lower prices, more convenient schedules, and shorter travel times for business people and other travelers in the Washington **D.C.** Metropolitan area.

Accordingly, we urge you to award American Airlines the four exemption slots they have requested.

Sincerely,

A handwritten signature in black ink, appearing to read "Lynn Wehrenberg". The signature is fluid and cursive, with the first name "Lynn" written in a larger, more prominent script than the last name "Wehrenberg".

Lynn **Wehrenberg**  
Facilities Manager  
**J.E.Robert** Companies



April 20, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh St., S.W.  
Washington, D.C. 20590

Dear Secretary Slater:

We are writing to express our strongest **possible** support for American Airlines' application for four beyond-perimeter Ronald Reagan Washington National Airport exemption slots pursuant to the recently-enacted AIR **21** Act, to permit American to operate two daily roundtrip nonstop flights to Los Angeles International Airport.

Los Angeles is currently the largest U.S. city without nonstop service to National Airport. In addition, the Los Angeles-Washington market is the largest beyond-perimeter market in terms of passengers. As such, the introduction of American's proposed **service** between Los Angeles and Washington National would clearly provide convenient nonstop service to the largest number of air travelers possible, and would stimulate additional competition between carriers serving the West Coast. This would mean lower prices, more convenient **schedules**, and shorter **travel** times for business people and other travelers in the Washington D.C. Metropolitan area.

Accordingly, we urge you to award American Airlines the four exemption slots they have requested.

Sincerely,

Jonathan C. Nehmer  
President  
Jonathan Nehmer & Associates

Architecture • Project Management • Design and Construction Consulting  
1300 Piccard Drive • Suite 100 • Rockville, MD 20850  
301.670.1635 Fox 301.670.9643



April 20, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh St., S.W.  
Washington, DC. 20590

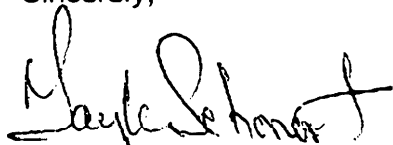
Dear Secretary Slater:

We are writing to express our strongest possible support for American Airlines' application for four beyond-perimeter Ronald **Reagan** Washington National Airport exemption slots pursuant to the recently-enacted **AIR 21** Act, to permit American to operate two daily roundtrip nonstop flights to Los Angeles International Airport.

Los Angeles is currently the largest U.S. city without nonstop service to National Airport. In addition, the Los Angeles-Washington market is the largest beyond-perimeter market in terms of passengers. **As** such, the introduction of American's proposed service between Los Angeles and Washington National would **clearly** provide convenient nonstop service to the largest number of air travelers possible, and would stimulate additional competition between carriers serving the West Coast. This would mean lower prices, more convenient schedules, and shorter travel times for business people and other travelers in the Washington DC. Metropolitan **area**.

Accordingly, we urge you to award American Airlines the four exemption slots they have requested.

Sincerely,



**Gayle Schonert**  
Manager, Corporate Services  
Microstrategy

April 20, 2000

The Honorable **Rodney Slater**  
Secretary of Transportation  
400 Seventh St., S.W.  
Washington, DC. 20590

Dear Secretary Slater:

We **are** writing to express our strongest possible support for American **Airlines'** application for four beyond-perimeter Ronald **Reagan** Washington **National** Airport exemption slots pursuant to the recently-enacted AIR **21** Act, to permit American to operate two daily **roundtrip** nonstop flights to **Los** Angeles International Airport.

Los Angeles is currently **the largest U.S. city without nonstop service to National Airport**. In addition, the Los Angeles-Washington market is **the largest** beyond-perimeter market in terms of passengers. **As** such, the introduction **of American's** proposed service between **Los** Angeles **and** Washington National would clearly provide convenient nonstop **service** to the **largest** number of air travelers possible, **and would** stimulate additional competition between carriers serving the West **Coast**. **This** would mean lower prices, more convenient schedules, **and** shorter travel times for business people and other travelers in the Washington **D.C.** Metropolitan **area**.

Accordingly, we urge you to award American Airlines the four exemption slots they have requested.

Sincerely,



Sue De La Torre  
Travel Manager  
National Trust for Historic Preservation



# OMEGA WORLD TRAVEL

---

May 12, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh Street, SW  
Washington, DC 20590

Dear Secretary Slater:

We are writing to express our strongest possible support for American Airlines' application for four beyond-perimeter Ronald Reagan Washington National Airport exemption slots pursuant to the recently-enacted AIR 21 Act, to permit American to operate two daily **roundtrip** nonstop flights to Los Angeles International **Airport**.

Los Angeles is currently **the** largest US **city** without nonstop **service** to National Airport. In addition, the Los **Angeles-Washington** market is the largest beyond-perimeter market in terms of passengers. **As** such, the introduction of American's proposed service between Los Angeles and Washington National would clearly provide convenient nonstop service to the largest **number** of air travelers possible, and would stimulate additional competition between carriers serving the West Coast. This would mean lower prices, more convenient schedules, and shorter travel times for business people and other travelers in the Washington, DC Metropolitan area

Accordingly, we urge you to award American Airlines the four exemption slots they have requested.

Sincerely,

Daniel P. Bohan  
Chief Operating Officer

DEBORAH M. MURPHY  
CONTROLLER



May 11, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh Street, SW  
Washington, DC 20590

Dear Secretary Slater:

I'm writing to express my strongest possible support for American Airlines' application for four beyond-perimeter Ronald Reagan Washington National Airport exemption slots pursuant to the recently-enacted AIR 21 Act, to permit American to operate two daily roundtrip nonstop flights to Los Angeles International Airport.

Los Angeles is currently the largest U.S. City without nonstop **service** to National Airport. In addition, the Los Angeles-Washington market is the largest **beyond-perimeter** market in terms of passengers. As such, the introduction of American's proposed service between Los Angeles and Washington National would clearly provide convenient nonstop service to the largest number of air travelers possible, and would stimulate additional competition between carriers serving the West Coast. This would mean lower prices, more convenient schedules, and shorter travel times for business people and other travelers in the Washington D.C. Metropolitan area.

Accordingly, I urge you to award American Airlines the four exemption slots they have requested.

Sincerely,

A handwritten signature in black ink that reads "Deborah Murphy". The signature is written in a cursive, flowing style.

Deborah Murphy

May 9, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh St., S.W.  
Washington, D.C. 20590

**Dear Secretary Slater:**

We are writing to express our strongest possible support for American Airlines' application for four beyond-perimeter Ronald Reagan Washington National Airport exemption slots pursuant to the recently-enacted **AIR 21** Act, to permit American to operate two daily roundtrip nonstop flights to Los Angeles International Airport.

Los Angeles is currently the largest U.S. city without nonstop **service** to National Airport. In addition, the Los Angeles-Washington market is the largest beyond-perimeter market in terms of passengers. As such, the introduction of American's proposed service between Los Angeles and Washington National would clearly provide convenient nonstop service to the largest number of air travelers possible, and would stimulate additional competition between carriers serving the West Coast. This would mean lower prices, more convenient schedules, and shorter travel times for business people and other travelers in the Washington **D.C.** Metropolitan area.

Accordingly, we urge you to award American Airlines the four exemption slots they have requested.

Sincerely,



Ed Rudow  
President  
Rudow Travel

# SatoTravel

Lawrence A. Hough  
Co-Chairman & CEO

May 15, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh Street, SW  
Washington, DC 20590

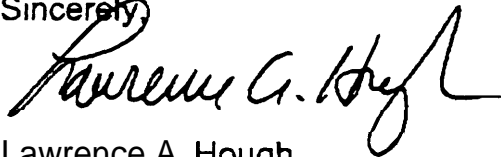
Dear Secretary Slater:

I am writing to express my strongest possible support for American Airlines' application for four beyond-perimeter Ronald Reagan Washington National Airport (Washington National) exemption slots pursuant to the recently-enacted AIR 21 Act, to permit American to operating two daily roundtrip, nonstop flights to Los Angeles International Airport

Los Angeles is currently the largest U.S. city without nonstop service to Washington National Airport. In addition, the Los Angeles-Washington market is the largest beyond-perimeter market in terms of passengers. As such, the introduction of American Airlines\* proposed service between Los Angeles and Washington National Airport would clearly provide convenient nonstop service to the largest number of air travelers possible, and would stimulate competition between carriers serving the West Coast. This would mean lower prices, more convenient schedules, and shorter travel times for business travelers and other in the Washington DC. metropolitan area.

Accordingly, I urge you to award American Airlines the four exemption slots they have requested.

Sincerely,



Lawrence A. Hough

Skyward Travel Center  
8830 Flower Ave.  
Takoma Park, MD 20912  
301 495-8950

May 9, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh St., SW.  
Washington, DC. 20590

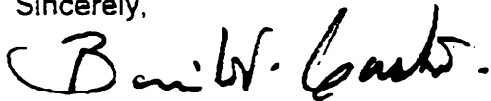
Dear Secretary Slater:

We are writing to express our strongest possible support for American Airlines' application for four beyond-perimeter Ronald Reagan Washington National Airport exemption slots pursuant to the recently-enacted AIR 21 Act, to permit American to operate two daily roundtrip nonstop flights to Los Angeles International Airport.

Los Angeles is currently the largest U.S. city without nonstop service to National Airport. In addition, the Los Angeles-Washington market is the largest beyond-perimeter market in terms of passengers. As such, the introduction of American's proposed service between Los Angeles and Washington National would clearly provide convenient nonstop service to the largest number of air travelers possible, and would stimulate additional competition between carriers serving the West Coast. This would mean lower prices, more convenient schedules, and shorter travel times for business people and other travelers in the Washington D.C. Metropolitan area.

Accordingly, we urge you to award American Airlines the four exemption slots they have requested.

Sincerely,



Benito Castro  
President  
Skyward Travel

May 9, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh St., S.W.  
Washington, D.C. 20590

Dear Secretary Slater:

We are writing to express our strongest **possible** support for American Airlines' application for four beyond-perimeter Ronald Reagan Washington National Airport exemption slots pursuant to the **recently-enacted** AIR 21 Act, to permit American to operate two daily roundtrip nonstop flights to Los Angeles International Airport.

Los Angeles is currently the largest U.S. **city** without nonstop **service** to National Airport. In addition, the Los Angeles-Washington market is the largest beyond-perimeter market in terms of passengers. As such, the **introduction** of American's proposed service between Los Angeles and Washington **National** would dearly provide **convenient** nonstop service to the largest number of **air** travelers possible, and would stimulate additional competition between carriers serving the West Coast. This would mean lower prices, more convenient schedules, and shorter travel times for business people and other travelers in the Washington **D.C. Metropolitan** area.

Accordingly, we urge you to award American Airlines the four exemption slots they have requested.

Sincerely,



Rafael Checa  
CFO  
Solar Tours





# TIRMA TOURS

1660 L Street, N.W. • Suite 614 • Washington, D.C. 2003  
Tel: (202) 776-0494 • Fax: (202) 776-0494

May 9, 2000

The **Honorable** Rodney **Slater**  
Secretary of Transportation .  
400Seventh St. , S.W.  
Washington, D.C. 20590

Dear **Secretary Slater**:

We are writing to express our strongest **possible** support of American Airlines' **application** for four beyond-perimeter **Ronald Reagan** Washington National Airport **exemption** slots pursuant to the **recently-enacted** AIR 21 Act, to **permit** American to operate **two** daily **roundtrip** nonstop flights to **Los Angeles International** Airport

**Los Angeles** is currently **the largest** U.S. city without nonstop service to **National Airport**. In addition, the Los Angeles-Washington **market** is **the largest beyond-perimeter market** in terms of passengers. As such, the **introduction** of **American's** proposed **service** **between Los Angeles** and Washington National would **clearly** provide convenient nonstop **service** to the largest **number** of **air travelers** possible, and would stimulate **additional** competition between **carriers serving the West Coast**. This would mean lower prices, **more** convenient schedules, and **shorter travel times** for **business people** and other travelers in the Washington **D.C. Metropolitan** area.

Accordingly, we urge you to award American Airlines **the four exemption slots** they have requested.

Sincerely,

  
Jose Araujo  
President  
Tirma Tours



May 9, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh St., S.W.  
Washington, D.C. 20590

Dear Secretary Slater:

We are writing to express our strongest possible support for American Airlines' application for four beyond-perimeter Ronald Reagan Washington National Airport exemption slots pursuant to the recently-enacted AIR 21 Act, to permit American to operate two daily roundtrip nonstop flights to Los Angeles International Airport.

Los Angeles is currently the largest U.S. city without nonstop service to National Airport. In addition, the Los Angeles-Washington market is the largest beyond-perimeter market in terms of passengers. As such, the introduction of American's proposed service between Los Angeles and Washington National would clearly provide convenient nonstop service to the largest number of air travelers possible, and would stimulate additional competition between carriers serving the West Coast. This would mean lower prices, more convenient schedules, and shorter travel times for business people and other travelers in the Washington D.C. Metropolitan area.

Accordingly, we urge you to award American Airlines the four exemption slots they have requested.

Sincerely,

A handwritten signature in cursive script, appearing to read "Robert C. Poole".

Bob Poole  
President  
Travel Management

VALLE TRAVEL SERVICE, INC.

1301 20th Street, N.W.

Washington, DC 20036

May 9, 2000

The Honorable Rodney Slater  
Secretary of Transportation  
400 Seventh St., S.W.  
Washington, DC. 20590


Dear Secretary Slater:

We are writing to express our strongest **possible support** for American Airlines' application for four beyond-perimeter Ronald Reagan **Washington National Airport** exemption slots pursuant to the recently-enacted AIR 21 Act, to **permit** American to operate two daily roundtrip nonstop flights to Los **Angeles International Airport**.

Los Angeles is currently the largest U.S. city without **nonstop service** to National **Airport**. In addition, the Los Angeles-Washington market is the **largest** beyond-perimeter market in terms of passengers. As such, the introduction of **American's** proposed service between Los Angeles and Washington National would **clearly** provide convenient nonstop service to the largest number of **air** travelers **possible**, and would stimulate additional competition between carriers serving the **West Coast**. This would mean **lower** prices, more convenient schedules, and shorter travel times for business people and other travelers in the Washington **D.C. Metropolitan area**.

Accordingly, we urge you to award American Airlines **the** four exemption slots they **have** requested.

Sincerely,

  
Hilda Valle  
President  
Valle Travel

CERTIFICATE OF SERVICE

I hereby certify that I have this day served the foregoing document by first-class mail on all persons named on the attached service list.

  
CARL B. NELSON, JR.

May 22, 2000

Hon. Dianne Feinstein  
United States Senate  
112 Hart Senate Office Bldg.  
Washington, D.C. 20510

Christopher Brown  
Airport Manager  
Ronald Reagan Washington  
National Airport  
Washington, D.C. 20001

Hon. Barbara Boxer  
United States Senate  
331 Hart Senate Office Bldg.  
Washington, D.C. 20510

James A. Wilding  
President and CEO  
Metropolitan Washington  
Airports Authority  
1 Aviation Circle, Suite 300  
Washington, D.C. 20001

Hon. Gray Davis  
Governor  
State of California  
State Capitol Building  
Sacramento, CA 95814

Hon. Anthony A. Williams  
Mayor  
District of Columbia  
444 4th Street, N.W.  
Suite 1100  
Washington, D.C. 20001

Hon. Richard J. Riordan  
Mayor  
City of Los Angeles  
200 N. Main Street  
Suite 800  
Los Angeles, CA 90012

Hon. Jim Gilmore  
Governor  
Commonwealth of Virginia  
State Capitol  
Richmond, VA 23219

Lydia Kennard  
Executive Director  
Los Angeles World Airports  
One World Way  
P.O. Box 92216  
Los Angeles, CA 90009

Bob Roberts  
Vice Chair  
California Travel and  
Tourism Commission  
801 K Street, Suite 1600  
Sacramento, CA 98514

Robert E. Cohn  
Shaw Pittman  
2300 N Street, N.W.  
Washington, D.C. 20037

Robert P. Silverberg  
Silverberg, Goldman &  
Bikoff, LLP  
1101 30th Street, N.W.  
Suite 120  
Washington, D.C. 20007

Marshall S. Sinick  
Squire, Sanders & Dempsey,  
LLP  
1201 Pennsylvania Ave., N.W.  
Suite 400  
Washington, D.C. 20004

John Presburg  
Vice President  
Chautauqua Airlines, Inc.  
P.O. Box 160  
South High School Rd.  
Indianapolis, IN 46241

Megan Rae Rosia  
Associate General Counsel  
Northwest Airlines, Inc.  
901 15th Street, N.W.  
Suite 310  
Washington, D.C. 20005

Jonathan S. Waller  
Senior Vice President  
Midway Airlines Corp.  
2801 Slater Rd.  
Morrisville, NC 27560

Glenn P. Wicks  
The Wicks Group, PLLC  
900 19th Street, N.W.  
Suite 350  
Washington, D.C. 20006

Joanne W. Young  
Baker & Hostetler, LLP  
1050 Connecticut Ave., N.W.  
Suite 1100  
Washington, D.C. 20036

Jeffrey A. Manley  
Wilmer, Cutler & Pickering  
2445 M Street, N.W.  
Washington, D.C. 20037

R. Bruce Keiner  
Crowell & Moring LLP  
1001 Pennsylvania Ave., N.W.  
Washington, D.C. 20004

Donald T. Bliss  
O'Melveny & Myers LLP  
555 13th Street, N.W.  
Suite 500-W  
Washington, D.C. 20004

George U. Carneal  
Ronald P. Brower  
Hogan & Hartson L.L.P.  
555 13th Street, N.W.  
Washington, D.C. 20004

Edward P. Faberman  
Michelle M. Faust  
Ungaretti & Harris  
1500 K Street, N.W.  
Suite 250  
Washington, D.C. 20005

